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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CI.

NEW YORK, APRIL 1, 1922

No. 13

The Ayes Have It!

Out of the welter of conflicting reviews and opinions that have greeted (and shown the tremendous interest in) Henry Sydnor Harrison's SAINT TERESA, the fact emerges that the praise far overbalances the attacks. These few brief extracts are typical of the great majority of the early reviews.

"Certainly the most powerful novel of the present season. . . In this book Mr. Harrison is at his best."—*America*.

"A vivid and fascinating creation."—*Chicago News*.

"In every way, one of the most notable American novels of recent years."—*Worcester Gazette*.

"A remarkable piece of fiction, a well-wrought work of art."—*William Lyon Phelps in the New York Post*.

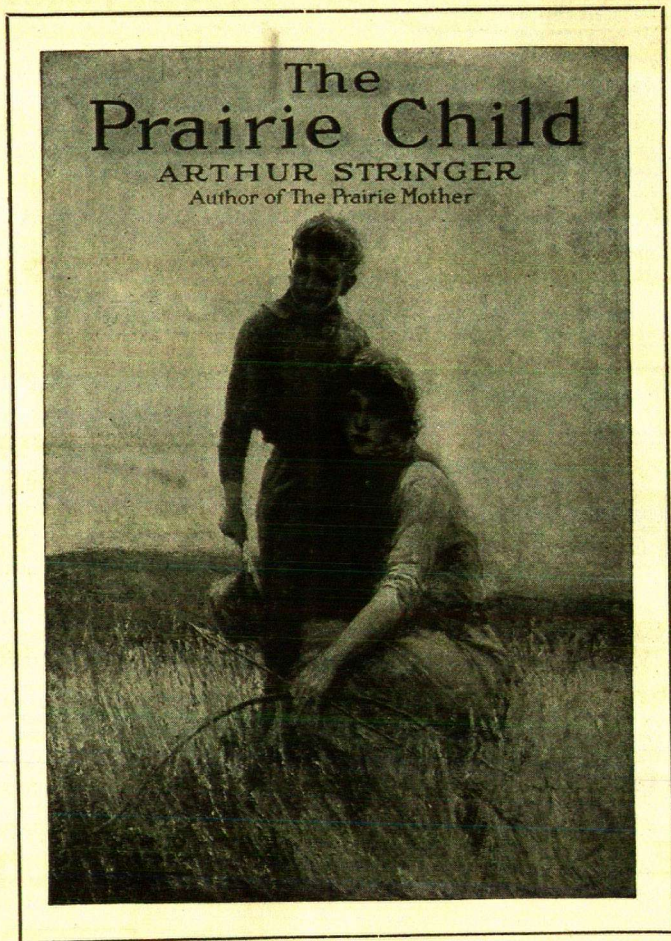
"There never was anything better and truer and more sincere than the terrible, long, hand-to-hand fight which is the inevitable climax of the book." *Alice Duer Miller in the New York Tribune*.

**Take advantage of all this publicity.
Feature, display and recommend it as
the leading novel of the Spring.**

HOUGHTON MIFFLIN COMPANY

APR 4 - 1922

STRINGER'S BEST NOVEL



*Ready
In
April*

*Place
Order
Now*

The

PRAIRIE CHILD

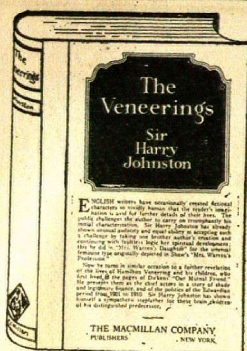
It seems astounding that this can be anything other than self-disclosure.

Not an imagined type but a wonderful real woman, living and breathing, hoping and loving, seems inevitably to be writing here.

Through and beyond the personality, so distinct and poignant, we glimpse the mind and spirit of universal womanhood, the wives and mothers of the race.

The Bobbs-Merrill Company

Illustrated. Price, \$2.00 net



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By the author of "The Gay-Dombey's," "Mrs. Warren's Daughter" and "The Man Who Did The Right Thing."

A new novel in Sir Harry Johnston's brilliant and gossipy style, pursuing the fortunes of the Veneering family and their circle in Victorian England, France and South Africa.

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By EDGAR LEE MASTERS

"This remarkable book is above everything else a study of Douglas, and as such it is not only able and fascinating, but strangely timely. . . . A picture humanly attractive and far-reachingly instructive."—Edwin Bjorkman in the *New York Herald*.

\$2.00

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Mrs. Wilkinson's joyous log of gypsying by field and stream; lyrical out-of-door life and the fine sociability of the open.

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A thoughtful discussion of the inevitable problems that arise between the developing child and his parent.

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By scrutinizing Poetry in the light of modern psychology, Professor Prescott has arrived at far-reaching conclusions as regards the poet and his peculiar function.

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By J. D. BERESFORD

"Exquisite artistry—a succession of delicate strokes that suggest with extraordinary nicety the personalities and emotions he tries to evoke."—Amy Loveman in *The Literary Review*.

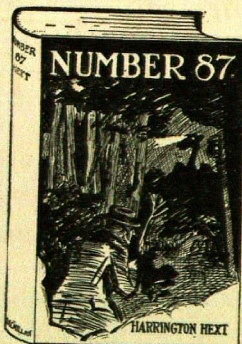
\$1.75

NUMBER 87

By HARRINGTON HEXT

"A book of unusual interest and importance both as literature and as a highly suggestive tract for the times . . . A fantastic mystery novel de luxe. It has the elements of a veritable best seller."—H. L. Pagnborn in *The New York Herald*.

\$1.50



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❑ It will appeal strongly to women readers as a story of a girl's great sacrifice.

❑ "The Rustle of Silk" will outsell any previous novel by Cosmo Hamilton. To get your share of this sale, use the following dealer helps which we supply without cost to you:

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2. Extra jackets in four colors for window display.
3. Posters in full color.
4. Electros, or matrices, of advertisements to be run over your imprint in your local newspapers. We will pay one-half the cost of such advertising.

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 329 pages \$1.90 net

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Book we've published:

Walter Lippmann's
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Just Out
\$2.75

Our
best book
seems to us to be:

Lytton Strachey's
"Queen Victoria"

8th printing,

\$5.00

Harcourt, Brace and Co.,

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First Prize Winning Doll, as displayed. The bright colors of the mixed jackets, run around the window, made a striking and attractive display.

FIRST PRIZE, FIFTY DOLLARS:

FRANK SHAY, New York (Doll by Miss Katherine Pierson)

SECOND PRIZE, TWENTY-FIVE DOLLARS:

JOHN V. SHEEHAN & CO., Detroit (Doll by Miss Patricia Hunt)

THIRD PRIZE, FIFTEEN DOLLARS:

LORD & TAYLOR, N. Y. (Doll by Miss Prall and Miss Hayward)

I EXTEND thanks to all the other contestants—some really striking dolls were entered, and they could not fail to help the sales of CYTHEREA where they were displayed. I am also grateful for their courtesy to the judges, Mrs. Lydig Hoyt, Miss Neysa McMein and Mr. Frederic G. Melcher.

CYTHEREA is selling better than ever. It and the new Zane Grey are the only two 1922 books on the "Books of the Month" best-seller list. Acclaimed by such critics as H. L. Mencken, Henry Seidel Canby, Ludwig Lewisohn and N. P. Dawson as a great and fine book, it deserves your best efforts to push it.

**Hergesheimer's Greatest
CYTHEREA**

Now in 48th thousand \$2.50 net

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Look up your sales of

"The Moth," "The Lever," "The Spell," and "The Bachelors"

By WILLIAM DANA ORCUTT

then place your order for his first novel in seven years, full of vital American problems

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Strikes and rumours of strikes everywhere—just the time for a novel that can be read by everyone for its unusual love story and exciting plot, and its especially timely treatment of labor matters. A thrilling, thought-provoking novel, sure to start discussion.

\$1.90

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Mrs. Burnett's most beautiful romance. *\$2.00*

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By GERTRUDE ATHERTON

An original, daring treatment of the eternal triangle. *\$1.90*

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By ALICE MACGOWAN & PERRY NEWBERRY

San Francisco in a good detective story. *\$1.75*

IN THE MORNING OF TIME

By CHARLES G. D. ROBERTS

A thrilling novel of prehistoric times. *\$1.90*

Publishers FREDERICK A. STOKES COMPANY New York

A BIG Display For A BIG Book

WILLIAM MAC LEOD RAINE has written a tense and thrilling tale of the Canadian North-west Mounted Police. The title of it is **MAN SIZE**—

And it's a MAN SIZE story

HOUGHTON MIFFLIN COMPANY is publishing the book and has planned attention-compelling publicity for it.

A Regular MAN SIZE Campaign

THE MICHAEL GROSS COMPANY has originated and manufactured the window display illustrated below for this big book.

It's a MAN SIZE Display :



Almost four feet long by two feet high, on heavy cardboard. Painting made by a celebrated artist and is lithographed in full color. Display sets up in a jiffy, almost fills a show window and will help the dealer sell not only more **MAN SIZE**, but more of everything else in the store, for it will bring people to the window and inside the door.

THE MICHAEL GROSS COMPANY

Window Display Specialists

51 East 42nd Street,

New York City

THOMAS STARR KING

PATRIOT AND PREACHER

BY CHARLES W. WENDTE

DURING the dark days of the Civil War this gifted preacher, lecturer and nature writer, by his genius, patriotic fervor and marvelous oratory, drove into obscurity the deep-rooted attempt in California to form a separate Pacific Coast Republic; raised a million and one half dollars for the Unitarian Sanitary Commission—the Red Cross of that day—and saved California to the Union.

The State of California has recently elected Starr King to be one of the two representative heroes of that state in the National Hall of Fame at Washington. A fascinating biography of a capable man written by a close admiring friend.

244 pages

\$3.00 net

\$3.25 postpaid

At all booksellers or from

THE BEACON PRESS

25 Beacon Street

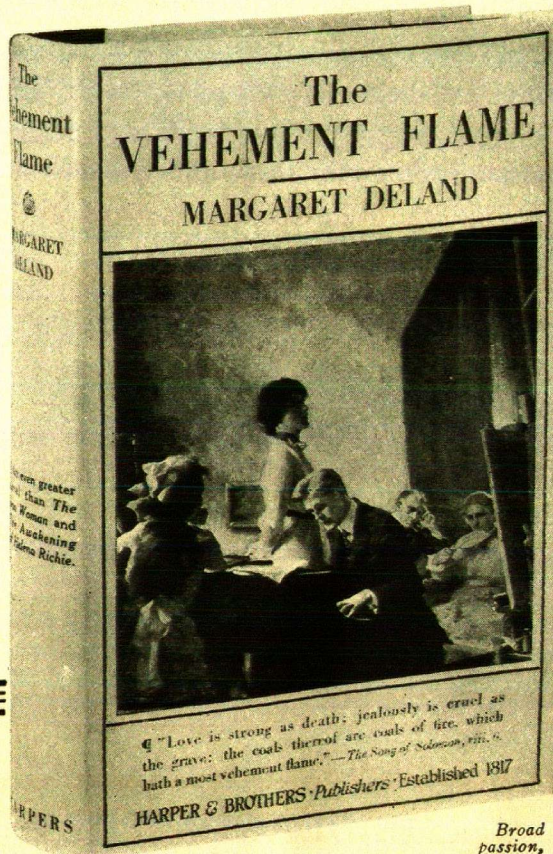
Boston, Mass.

NEW YORK

CHICAGO

SAN FRANCISCO

THE VEHEMENT FLAME



Broad humanity, depth of passion, and frequent contrasting passages of quaint humor combine to make this novel a narrative which grips the emotions and enthralls the reader.

HARPER & BROTHERS, Established 1817

by Margaret Deland

Will be published in May

THE VEHEMENT FLAME shows Mrs. Deland writing with the same tremendous dramatic power that produced *The Awakening of Helena Richie* and *The Iron Woman*. But this new book in its humanity, its passion, its breadth of appeal surpasses any of her previous books. The emotional power of the narrative and the charm of Mrs. Deland's style promise to make it a novel of permanence and the literary event of the year.

The theme of the story is jealousy—a slow, insidious poison which eats body and soul like some corrosive acid. When Maurice Curtis swept Eleanor into a romantic marriage he saw no handicap in the disparity of years between them. At nineteen the future assumes a roseate hue, and his youthful impetuosity finally overrode the objections of the maturer judgment of Eleanor's thirty-nine years. The awakening was not slow in coming. Youth called to youth and it soon dawned upon him that his golden visions of bliss were far from being realized. A graphic picture is then unfolded to the reader of Eleanor, sensing her hold upon her husband's affections slipping, and a prey to a dreadful jealousy, which drives Maurice to an almost tragic betrayal of his own best instincts. What happens when she discovers *how completely* their marriage has failed, and the tangled skein which they have made of life makes a book full of beauty and love, of passion and tenderness, and in the end light.

In order to facilitate the success which we feel assured this novel will attain we are featuring the *Vehement Flame* in a big National, advertising campaign, and special Window and Counter Displays. We will imprint Post Cards and make every effort to bring this book prominently before the public eye. Price, \$2.00.

We recommend "The Vehement Flame" as the novel which comes probably nearer to making the universal appeal than anything published for seasons. Judging by the success attained by "The Awakening of Helena Richie" and "The Iron Woman" it should become the most talked of book of the year. Anticipate your needs and place a generous order now.

Franklin Square

New York

*A name means nothing
if the product is worthless*

ALCHEMIC GOLD

is more than a name

SCIENTIFIC skill, necessary knowledge and the proper ingredients are the things which make **ALCHEMIC GOLD** what it is—a practical substitute for genuine gold or imitation gold leaf **THAT WILL NOT TARNISH, RUB NOR LOSE ITS LUSTRE.**

ALCHEMIC GOLD has gone thru the experimental stages and is now perfect.

Used on book covers it will give wonderful results at a fractional cost of gold stamping and at a much lower cost than any imitation gold leaf.

Elaborate decorative designs will cost no more than plain stamping, as the price is not based on the surface covered with **ALCHEMIC GOLD**.

It can be used to advantage instead of ordinary colored ink at a very little additional cost.

**AVOID IMITATIONS AND SUBSTITUTES
NONE "JUST AS GOOD"**

*Ask your binder to show you sample covers
stamped with Alchemic Gold*

We have under preparation a collection of covers showing different styles of stamping on various grades and colors of cloth.

These samples bound in a permanent binder will be sent you free of charge upon request. **SEND FOR YOURS NOW**

Alchemic Gold

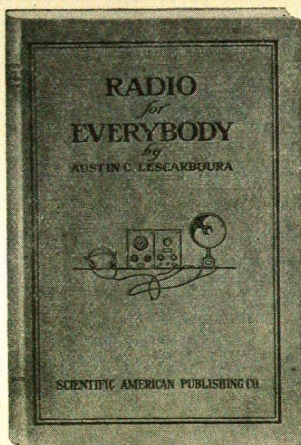
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BEST SELLER---FIRST
LARGE PRINTING
ALMOST OVERSOLD
---SECOND PRINTING
UNDER WAY.

Radio *for* Everybody

By AUSTIN C. LESCARBOURA,
Managing Editor SCIENTIFIC AMERICAN

352 Pages

125 Illustrations

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Gold Stamping

Price \$1.50 net

THIS book will be advertised in Newspapers from Maine to California and your sales will be very large. The first large printing is practically exhausted and a second edition will be issued immediately, so send in your order now or you will be disappointed for the new edition will not be ready for nearly three weeks

THIS book describes in plain English how to construct, buy, install and operate a wireless set without a knowledge of electricity, for receiving and broadcasting radio-phone concerts. Mathematics are omitted and the diagrams are very clear and understandable and the illustrations are fully lettered.

THIS book is arranged on an intelligent plan for laymen and for this reason will have an enormous sale. Do not think of ordering less than 25 copies and order to-day. Send for descriptive circular. Now Ready.

Liberal Discounts to the Trade

SCIENTIFIC AMERICAN PUBLISHING CO.

MUNN & CO.

233 BROADWAY, NEW YORK CITY

Of Course YOU Are Going to the

AMERICAN BOOKSELLERS' CONVENTION

**To be held at the
NEW WILLARD HOTEL**

WASHINGTON, D. C.

May 8, 9, 10, and 11, 1922

This is our own Convention, and in order to finance it, a Registration Fee of \$10.00 will be charged for every member or guest. This fee entitles you to all the ENTERTAINMENT FEATURES and also your Banquet Ticket.

ARRANGE YOUR HOTEL ACCOMMODATIONS AT ONCE

The following hotels are within five minutes' walk of Convention Headquarters:

NEW WILLARD HOTEL Convention Headquarters

Room without bath, \$3.00 per day, upward.
Room with bath, \$5.00 per day, upward.
Double room with bath, \$7.00 per day, upward.

ARLINGTON HOTEL 1025 Vermont Ave.

Double room with bath, two persons, \$6.00 day.

THE RALEIGH HOTEL

Room without bath, \$3.00 per day, upward.
Double room without bath, \$4.00 day, upward.
Room with bath, \$4.00 per day, upward.
Double room with bath, \$5.00, per day, upward.

THE WASHINGTON HOTEL

Single room with bath, \$5.00 per day, upward.
Double room with bath, \$8.00 per day, upward.

THE NEW EBBITT

Double room without bath, \$4.00 per day.
Double room with bath, \$6.00 per day.

SHOREHAM HOTEL

Single room with bath, \$5.00 per day, upward.
Double room with bath, \$6.00 per day, upward.

ST. JAMES HOTEL

Single room with bath, \$4.00 per day.
Double room with bath, \$5.00 per day, upward.

PROGRAM FEATURES

Price Standardization

By the Hon. W. Clyde Kelly.

Modern Bookstore Management

By John T. Hotchkiss.

The Wrongs and Rights of it

By Everyone in the Book Trade.

ENTERTAINMENT FEATURES

Colonial Ball

To be given by the Ladies.

Moonlight Boat Trip

*Train Trip to Mt. Vernon,
Alexandria, etc.*

Visit to the Congressional Library

Special Notice to Everyone!

Be sure to ask for your Railroad certificate when you buy your ONE WAY TICKET. If 350 follow our instructions, you can buy your return ticket at half price. In this way, you can help the other fellow as well as yourself.

THREE THINGS EVERY BOOKSELLER SHOULD DO:

1. Come to the Convention.
2. Urge other booksellers in your city to come.
3. Bring a new member with you.

REMEMBER THE SLOGAN OF THE LAST CONVENTION:
1,000 New Members by May 1st, 1922 ——— GO GET EM!

FOR information about books, for good sales talks, for bookselling ideas, for contact with book trade thought and development the most compact and complete sales assistant is the *Publishers' Weekly*. Increased enthusiasm and increased sales result wherever clerks keep abreast of book-trade affairs and ideas.

Special Rates for Clerk's Copies

Zones 1-5, \$3.00 per year

Zones 6-8, 3.50 per year

Canada, 3.50 per year

These are half rates

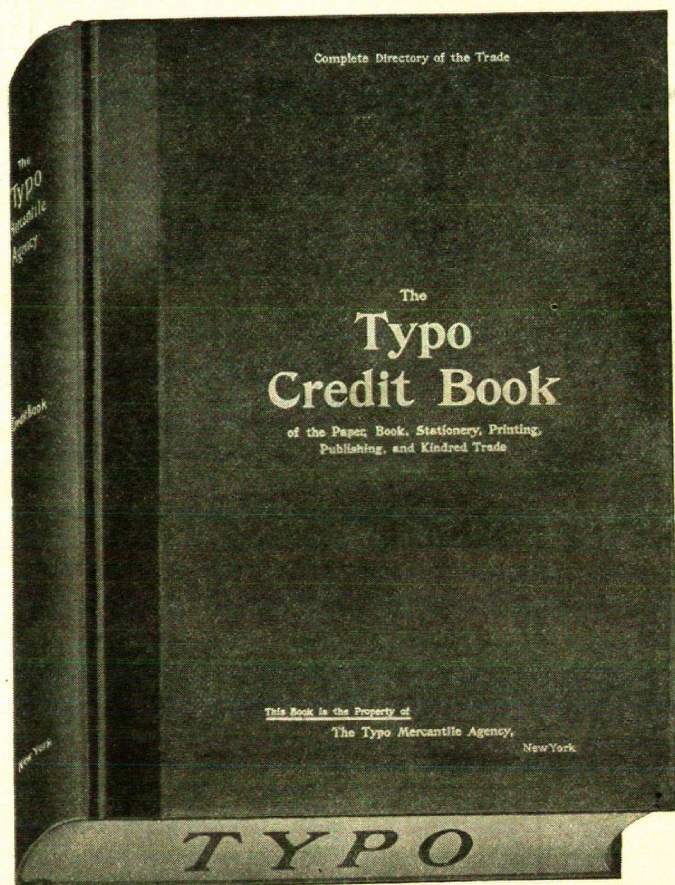
EQUIP YOUR CLERKS!

THE *Publishers'*
Weekly

The American BOOK TRADE JOURNAL

62 WEST 45th STREET
NEW YORK

Now on the press!



Fifty-second Semi-Annual Edition

The only complete Rating Book and Directory of the Book Trade. Used and endorsed by leading Publishers. If you are not now using this service write us for details. You will be interested.

The Typo Mercantile Agency

438 Broadway, New York, N. Y.

April 1, 1922

955

ALFRED A. KNOPF



220 W. 42 St., New York

Coming!

MEN OF AFFAIRS

Roland Pertwee's
*Thriller of the
C e n t u r y !*

MAY 10th

A PLAY
A MOVIE
A BOOK

[Note change of date
from April 24]

*Shipments from stock NOW. Wire your order.
Send for advance paper copy, free.*

THE REFLECTIONS OF A BOOKSELLER

"Living is a fine art and a man who wishes to live happily must study the art of living."

Now and again I find myself wondering whether my daily tasks are of value to others besides myself; wondering whether I am taking advantage of my opportunities as a bookseller to guide the searching readers (my customers) to the books that would be profitable and helpful to them. And then it is that I chart my course. I say, "This year I will do constructive work. I will avail myself of my opportunities as a bookseller. I will sell books that are at once profitable to me and to my customers."

Rudyard Kipling is the first author I will stress. I can safely say to any of my discriminating customers that:

1. Rudyard Kipling is the greatest English writer now living.
2. Rudyard Kipling has expressed so much of what the Anglo-Saxon race stands for—what it hopes to accomplish—that he has a hopeful message for all of us in this period of reconstruction when we are all groping for a vision of the future.
3. To read Kipling is to get the picture of a civilization—that of my own race, by the way.
4. Rudyard Kipling is a heritage for you, your family, and particularly your children.

And to myself, as I reflect, I say:

- A. When I guide my customers to Kipling's books, I am guiding them to helpful books.
- B. I make a good profit on every sale of Kipling—because, where I have sold one volume, I shall sell more.
- C. Kipling sales have increased steadily for ten years, it is wise for me to capitalize that momentum.
- D. My frequent complaint is that the book business gives few opportunities for a large unit of sale. A set of Kipling makes a large unit. Am I salesman enough to effect it?
- E. I will ask my best customers what volumes of Kipling are missing from their libraries, and I will encourage the habit of recommending a Kipling volume as a birthday and anniversary gift.
- F. Every effort I make to increase the audience and that audience's appreciation of Kipling will be constructive bookselling—and will be part of my effort toward the healthful and sound reconstruction of society.

Kipling's publishers in America are DOUBLEDAY, PAGE & COMPANY, who also publish Joseph Conrad, O. Henry, and Booth Tarkington.

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

APRIL 1, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

RELIGIOUS BOOK WEEK

April 2-8

Prices for Old Books

THE bookseller who has an out-of-print volume that does not happen to be in his usual field of trading is very likely to think that the person who may be advertising for it is trying to pick up a bargain in a really valuable book. The advertiser consequently receives quotations on books at prices all out of possible relation to the book quoted. A letter printed in this number shows that one advertiser received from different booksellers quotations on one rather common item ranging from \$1.20 to \$15.

It is not a safe presumption that a book that has been dropped from the publishers' catalog is from that moment a rare item. The interchange of such material is important in order that the books may reach the places where they are really wanted, and quotations made without any relation to the value should be avoided by dealers. It only creates a feeling that they do not know their business, and the advertiser receiving many post-cards naturally picks the lower priced copies. In the second-hand business, as in new book business, rapid turnover is of real consequence, and turnover is certainly made more rapid by reasonable prices.

Promptness Is Urged

THOSE who are planning to attend the Washington Convention—and apparently there is to be a record attendance—will have to think promptly of hotel accommodations, now that April's here. The headquarters for the Convention is to be at the

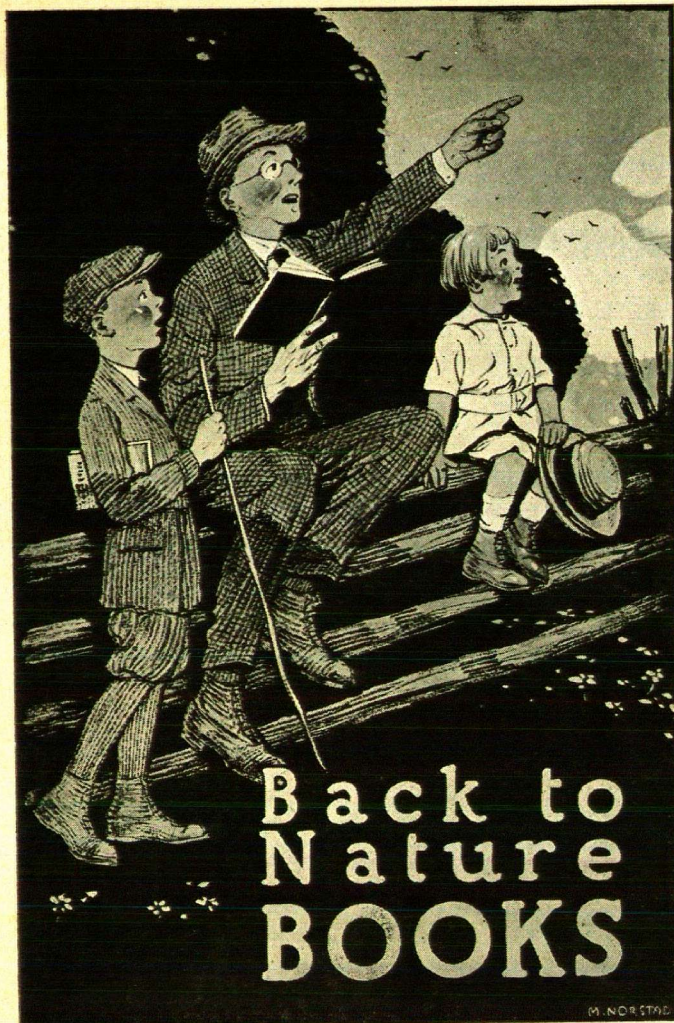
New Willard, but the Committee is sending out other suggestions to all the book-trade, so that different types of quarters may be arranged for. As a great deal of the benefit of any convention comes from informal contacts outside of the meetings and in the conversations that are developed on the trips that the convention makes, it is worth while to be as centrally located as possible so as to be with the fellow members as large a part of the time as possible. Those who are slow in writing are always disappointed; therefore promptness is urged.

What the Millions Want

THERE will always be an interest in attempts to analyze what sways public tastes in the manner of best sellers. The sweeping success of one or two recent books has brought the subject to the front again in many reviewing mediums. As a sidelight on this problem the experience of newspapers in their selection of serial fiction ought to throw considerable light, as these serials reflect their popularity both in circulation and in letters to the editors. Ruth E. Finlay, who was for fifteen years connected with newspaper work and for seven years was fiction editor for the Scripps' interest in Cleveland, has been asked by the PUBLISHERS' WEEKLY to give her estimate of what the public want in fiction, based on the reaction that came to this syndicate from the great public who would read the story when it was given newspaper serialization. Mrs. Finley's analysis of "What the Millions Want" appears elsewhere in this issue of the PUBLISHERS' WEEKLY.

Back-to-Nature Books

THE central theme of the special book promotion for April is very happily presented in the poster which Mr. Norstad, the artist who produced the summer poster last year, has made for the Year Round Bookselling Committee. Many people connect the drying of the sod and the gentler weather of spring with complete abandonment of the printed page as if the only use of books were inseparably tied to fireplaces and reading lamps. It only needs a little special advertising and real selling to convince the gardener that he can grow larger tomatoes or bluer larkspur if he buys the newest garden books, to persuade the house builder that he will have a more comfortable



THE APRIL POSTER FOR THE YEAR ROUND BOOKSELLING CAMPAIGN.

home if there are books on his table as well as blue-prints, the automobilist that he will enjoy his trips with greater keenness if he reads some books of countryside descriptions before starting out. Nature itself is a book to be read, but how much more legible is the story on her pages if there is in every home library a guide to the birds, flowers, trees and to every living and growing thing. The poster shows a man and two small boys perched on a rail fence, resting from their hike. The man has an open bird book in his hand, and all seem to be identifying some feathered friend. The poster emphasizes that man and boy are brought close together in these days of early spring by their common interest in nature. Father and son are of one

age and enthusiasm as naturalists, as fishermen, as gardeners and as machinists, and they can explore to better advantage guided by books. All booksellers should know so much of spring psychology.

When the Buying is Done

IN the department stores of the country, about half of the buying for the book department is done in the three months of July, August and September, according to statistics gathered by the *Dry Goods Economist* from three hundred typical stores thruout the country. Buying reaches its lowest ebb in May, and December is the second weakest month. The year's figures are as follows:

January	4.5
February	7.8
March	5.6
April	4.5
May	2.2
June	5.6
July	13.4
August	15.6
September	19.0
October	10.0
November	7.8
December	3.3

These figures show the importance of the fall season to the book-trade, for, if all the books purchased in the five months following July 1st are sold by January 1st, two-thirds of the business is done in that time. The varying pressure on the selling organization of the publishers is also indicated by these statistics.

The statistical tables gathered show the figures in all departments, and it is to be noticed that August is the heaviest buying month in the twelve, taking the store as a whole, February and January being also very heavy months for buying. In the stationery department, the heaviest month is February followed by August, September and October. In toys, 32.1 per cent of the buying is done in the month of February.

Cultivating Book Lovers in Rural Communities

By E. E. Beauchamp

Director Department of Rural Extension, Drew Theological Seminary, Madison, N. J.

RELIGIOUS Book Week offers many opportunities to those who make and distribute books. It also challenges those who labor for wider use of better books—and perform this labor without added monetary reward. Publishers sell books not merely thru selling-wishes; but rather thru selling-methods. Show the book producer a new field and a way to reach it and trust him to enter it. So those who propagate religion will do well to collaborate with those who produce books. Such co-operation will secure distribution of the kind of reading people in rural communities should have. This paper is an invitation to such reciprocity.

One of the great denominations, the Methodist Episcopal, has entered a new field of inspiration and training. Thru the Rural Department of the Board of Home Missions and the co-operation of the administrations, in some thirty-three of its colleges, universities and theological seminaries there are now established departments of rural leadership and extension. These departments seek to reach, inspire and train the youth now being fitted for modern social responsibilities. They seek to reach at least those coming out of rural communities, and hope to inspire them with a true—sometimes a new—appreciation of and loyalty to the essential values of rural life. Methods of training are devised to fit them for the particular tasks and the distinctive conditions of the town and country situation. These potential leaders are being challenged to recognize the hosts "out there" who wait but a call to prove themselves stalwart followers of a progressive and worthy leadership. In addition to this work with students in residence these departments are concerned with the rural field itself—that great neglected source of national character and prosperity whose people are pleading in tones that make their plea a demand "come over and help us."

The Church and the Farmer

This last suggested service we call extension work—after the analogy of the extra-mural courses common to educational institutions to some extent; but more properly after the model of the Agricultural College and Experiment Station Extension Service in the field. If Agricultural Colleges are properly interested in the soil of our country-folks, should not the church as progressively show her concern for their souls?

In the development of this activity some significant discoveries are made. Among these

none is more important than that rural people are hungry for good reading, and are poorly assisted in finding it. Facts may be mentioned to prove this. Graded lessons in rural Sunday schools are being welcomed with an unexpected eagerness. The coincident compulsion upon such schools to improve their libraries is being willingly accepted as is shown by the following incident. A student-pastor taking work in Drew Theological Seminary came to the Director of the Extension Department with an encouraging request. In a previous conversation the director had declared that rural people will generously support any worthy project if it is fairly presented to them. This pastor of a small rural church had found this true. He was asking suggestions as to how he could best spend over fifty dollars which his adult Bible class had raised in ten minutes the previous Sunday for the purpose of buying some study helps for their lesson preparation. And they had told this pastor if that wasn't enough money to tell them and they would raise some more. And furthermore it was not raised by a supper or entertainment, but out of their pockets!

New Jersey Plans Farmers' Week

A venture was made in January, 1922, at the annual Farmers' Week gathering at Trenton, New Jersey. A rural church conference had been called by an informal committee composed of leaders of different denominations called together at the invitation of those in charge of Farmers' Week preparations. Among the plans for this conference adopted by the committee was one for a rural church exhibit. The various denominations were invited to participate. Three arranged to do so, the Baptist, the Methodist Episcopal, the Presbyterian, together with the County Y. M. C. A. organization thru its state secretary. The exhibit was somewhat hastily planned and assembled. One of the finest locations in the whole Armory was allotted to it, and the management extended every possible consideration and courtesy to those in charge of the contributions.

In arranging for this exhibit, the cooperating denominations, the County Y. M. C. A. and the Extension Department of Drew Seminary financed the project and provided the workers to maintain it. Thru the Home Missions Boards it was possible to secure charts, literature, sketches, prints, etc., from the vari-

ous bureaus and departments. Plans of modern churches, parsonages and homes were furnished by the Church Architecture bureaus. Surveys and pictures showing rural churches and communities at work on a modern program were collected and skillfully arranged. The book concerns of these denominations made up collections of well-selected books, periodicals and other publications. These were put in charge of special representatives who spent the entire week on the ground. Visitors were encouraged to examine and ask questions regarding the display. The larger opportunity of cultivating good reading habits was not neglected by these trained representatives of a noble industry.

Getting Action Into the Exhibit

All of the displays were attractively assembled and inside the enclosure was mounted a stereomograph or automatic stereopticon. This machine was used to project a continuous lecture on its self-contained screen. Different home field activities encouraged by the various denominations in rural America were shown with compelling vividness.

Early in the week, while the large painted sign, bearing the words from the "Psalms": "Every beast of the forest is mine and the cattle on a thousand hills . . . for the world is mine and the fullness thereof" was being stretched on its frame, an early visitor paused to watch the process. Seeing only part of the words of the quotation, he remarked: "I see you have some cattle up your way; well we've got quite some cattle in our county, too." When no immediate answer was returned he repeated, "Yes, we've got quite some cattle I want to tell you in our county!" We were moved to answer, "These are Mount Zion cattle we are advertising." But the brother was interested and he was eager to talk about the things in which his interest lay.

A fine, clean, strong up-standing farmer came into the Armory one day, to see an exhibit of farm products. Just inside the great doors he stopped and looked around. He noticed the church exhibit—then came over with a puzzled expression on his face. "What is this, anyway? Never saw it this way before." After examining the various features, books, charts, pictures, he straightened up, squared back his shoulders and said: "Now this is as it should be! I'll be a better farmer by being a better churchman. And I'm mighty glad my church is here with the tools and visions and culture she recommends for our use and enjoyment." He turned away to the other exhibits with a new and a truer sense of perspective and proportion than he might otherwise have had.

This venture is to be repeated next year, and plans are already being made for it. It is expected that increased facilities together with the experience gained this year will enable an even more effective exhibit next year. And those who come to Farmers' Week will be looking for us.

Books were not sold at the booth. They were attractively displayed, desires aroused and orders taken for delivery later. Rural people like to see what is offered them or is available for them. What class does not? But what class has now less chance to see the world of culture and joy open thru books to those who will read, than have these same rural folk? If the nearly eighty-five per cent of the leaders in the different professions who now regularly come from rural sections can be called and trained for that leadership thru a more generous and wisely developed use of the best books the result will be of unquestioned national benefit.

It is proposed, then, that we inaugurate a deliberate and intensive cultivation of the book-buying and book-reading habit among rural folk.

Three Definite Ways Are Suggested:

A. Such exhibits as the above mentioned should be arranged for the Annual State Farmers' Week—by whatever name it may be called in various states. In addition to this, similar grouping of tables of the best books should be provided at Farmers' Institutes and at every County Fair. In connection with such exhibits, book lectures and Children's Story Hours could be most profitably planned for. Co-operative arrangement could be secured between the various publishers and thru the medium of Directors of Rural Extension in Seminaries and other institutions, County Y. M. C. A. Secretaries, and County Agents and Librarians.

B. Portable and motorized book-exhibits should be provided and sent thru rural districts, bringing right to the homes the books recommended for every member of the household. These books could be selected by a committee composed of capable and responsible men and women, interested in the truest culture. The Extension Departments above-mentioned are working on plans for such motor-car exhibits.

C. The mailing-list plan of the various publishers should be extended until it includes every household in the country. Take a given county to begin with and regularly for a stated period supply every pastor in that county with a package of each new book-list issued. Secure the free distribution of these lists to all the homes with the notice that any householder on request will be put

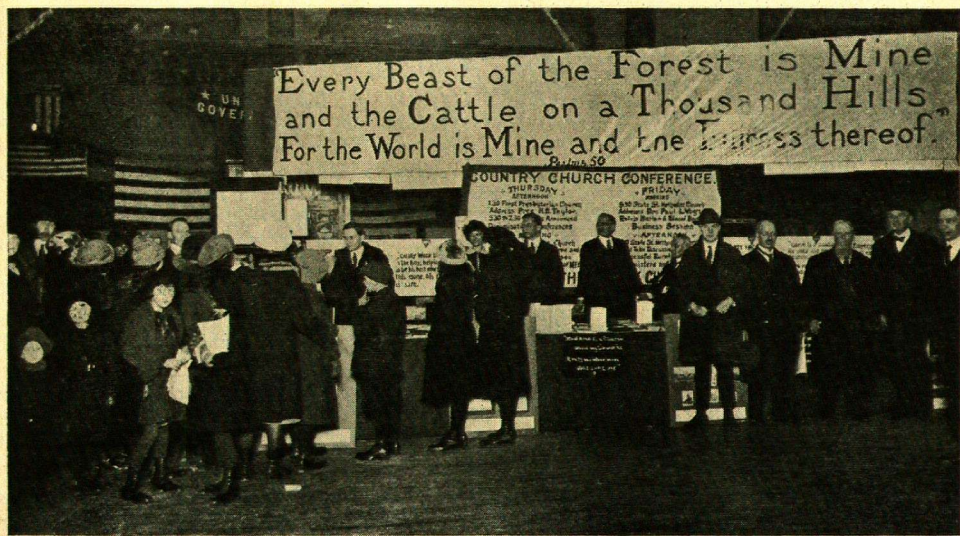
on the mailing list and receive subsequent copies direct. A combined list would greatly facilitate the plan. At least such lists should be kept posted in churches, parish and community buildings. As rapidly as one county is cultivated, move on to another and repeat the process.

It is submitted that not only should religious books be more widely distributed among town and country readers; but also with proportionate value may we stimulate the reading of poetry, science, invention, history, drama—as well as the clean, wholesome fiction of noble-hearted writers.

County libraries are being encouraged—and properly so. It is necessary, however, to encourage also the modest and discriminating purchase of books that may be brought into the home and retained as permanent household friends. The best and happiest character will

not be reared in an atmosphere of books when they are only borrowed—any more than in a home where dishes and chairs, and victuals are the product of neighborhood foraging expeditions and must be returned or paid back as soon as the emergency is past. They should belong.

It would seem, in conclusion, that there is needed a more definite and sympathetic co-operation between rural pastors and the publishing houses which would be eager to connect with such distributors. Comprehensive plans could be worked out for pastors by which reading-clubs could be organized in every rural community. By such means publishers could be put in the most helpful kind of relation with a potential but neglected class of the most responsive and appreciative readers.



THE CHURCHES CARRY BOOKS TO THE FARMERS AT TRENTON, NEW JERSEY

Many German Papers Quit

ON account of the high price of print paper and other difficulties in production and taxation, over 150 newspapers in Germany have decided to cease publication. At a special convention in Weimar, a sharp criticism of the government's attitude was voiced. Publishers said that the print paper syndicate had advanced the price of print paper 3500% over the pre-war price and expected shortly to set a price 60 times the old figure. Another difficulty is the 15% taxation on all newspaper advertising.

Philadelphia Strike Continues

ACCORDING to the *American Printer*, about six hundred compositors are still on strike in Philadelphia and draw strike benefits of \$22 weekly for married men and \$18 for single men. While a number of Philadelphia firms granted the 44-hour week, the majority of the shops are on the 48-hour basis. Many of the pressmen who went on strike last May are still out of work, and it is reported that several hundred of them have found work in New York and other cities.

"May I Help You To-day?"

By Irving Allen

THE form of the above query, which is as good as any with which to address a potential customer, assumes the power of the bookman to help his customers. He merely waits upon a formal assent. That is fundamentally the bookman's position. He should help the customer, not by merely finding for him a requested book from confusing tables, but by being a consulting specialist in the customer's personal problem of reading.

One of the frequent exclamations the salesman hears is "Oh, dear! If I only had time to read. Some year I am going to take a summer off and do nothing but read." This lamentation usually comes from some one who has realized his failure to get the power and enjoyment from books which are his due. Reading has been put off until a heaven-like stretch of leisure is granted, and that usually means that no important reading is done. One of the causes of this notion is the helplessness many persons feel before the tremendous wave of published matter. Thus it would be sad if books were defeating their own end, if modern reading demanded entirely too much running to keep up. This would be the bookman's chance to help. He can become the guide thru this labyrinth; he is the medium that connects each customer with his particular book.

Most books are read upon recommendation. Even the person of highly discriminating taste is attracted to a book by the comment of the critic he admires or relies upon. The great waves of popularity some books enjoy are enhanced thru word of mouth endorsement between friend and friend. This is not to say that recommendation alone causes the book's sale. The reasons that go into the making of a "best seller" are mysteries to publishers, reviewers, and book dealers. We all, however, like to have others share our enjoyment of a book. But there are thousands of good books on booksellers' shelves that may be important to readers, more important than the one they happen to buy to "keep up." These others are merely waiting to be recommended, to be introduced. There is a book that will give a customer a perspective of his own business; there are biographies of men and women that may stimulate him to read widely in the history of a particular epoch; a book of formulae may lead to a thrilling hobby. It is that clever discovery of what people *want* to read and are interested in that marks the expert book clerk. Too often he may try to impress the customer with what he *should* read. The *should* argument is very effective, however, for those who

want to know what is "going big." But in general reading ought to be pleasurable, not laborious and uninteresting. Mathematical philosophy may be a joy to one, and Gene Stratton-Porter to another. That is the bookman's task to discover. He should run with the intuition of his customer, not against it.

There is a surprisingly large amount of serious reading done in America to-day. Books on economics, politics, and biography have a wide appeal. And with the spread of education and a genuine respect for intelligence, the demand for all kinds of books is bound to increase. In order that this tide may not drown the customer, the bookman must so guide and select that his opinion of particular books for particular customers will be regarded highly. Once this contact is established a book a week will not only be bought but read.

For the Promotion of Knowledge

"OF the making of many books there is no end; and on learning of a new scheme to facilitate publication, one is not necessarily rejoiced," says the *Independent*. "But there is a class of publications which is in great need of all the help that can be given to them in the way of organized co-operation—namely, books and periodicals conveying the results of scholarship and research. It is accordingly a pleasure to learn that a movement is on foot to provide for this need in a systematic way.

"Just what shape the movement will take has not yet been determined; but the idea seems to be to cover two deficiencies, both of which have been keenly felt. First, there is the difficulty of getting a publisher for individual works which, tho of high scientific and scholarly value, offer no prospect of commercial return; and secondly, there is the difficulty which our scientific periodicals, published usually under the auspices of some university, labor under because of insufficient pecuniary resources and because of inadequate means of publicity and distribution. An organization of moderate endowment, if conducted with judgment and in a spirit of all-round helpfulness, should do much to promote both the production and the dissemination of scientific and scholarly work—and indeed the production is often absolutely dependent on the possibility of dissemination. If such an organization should be formed, with its conduct in the right hands, it will be welcomed as a great help to American learning and science."

What the Million Will Read

By Ruth E. Finley

Former Fiction Editor for the Newspaper Enterprise Association

WHEN, after publishing 52 novels, a string of mid-western newspapers representing more than a million readers held a contest to find out which of those serials their public liked best, the vote stood as follows:

Human interest	48%
Adventure	17%
Humor	15%
Mystery	12%
Detective	8%

This kicked into a cocked hat the newspaper editor's time honored belief that the newspaper public—which, after all, is the most indicative as well as representative public—cared only for the exciting detective or mystery story, the more blood and thunder the better.

The contest was held in 1915 after the Novel-a-Week feature had been running just a year. The string of papers that held the contest is still using serial fiction as a circulation builder and stabilizer, and the policy adopted after the contest is still being followed out.

Stories That Jump Circulation

For instance, one of the late purchases for serial release in these papers is "If Winter Comes" by A. S. M. Hutchinson. This is hardly the type of story that the person who can afford to pay \$2 a volume for his fiction entertainment would expect to be understood and enjoyed in a factory worker's kitchen. Yet that string of papers will "cash in" on the book. "If Winter Comes" will jump their circulation. Why? For the same reason "K" by Mary Roberts Rinehart, "Empty Pockets" by Rupert Hughes, "The Real Adventure," by Henry Kitchell Webster; "The Turmoil," by Booth Tarkington and dozens of others unlike in kind, but of similar viewpoint, jumped circulation when they were run as Novel-a-Week serials. And again why? Take the Tarkington story as an example.

At the time "The Turmoil" was released, May 8, 1916, America was approaching the peak of the industrial activity resulting from the war demands of the Allies. Not yet in the struggle herself, her people sailed on the high seas of prosperity, a prosperity possible only because, all during the current generation, manufacturing and the facilities of manufacturing had been steadily and rapidly de-

veloped. Consequently when Mr. Tarkington wrote about a manufacturing city, its hustle and bustle and grime and dirt, the people of a country that had produced hundreds of just such towns understood.

Now the moiling city was only the background. Out of the educational system with which every person born on this soil has longer or shorter experience, Mr. Tarkington chose his hero, an average type of boy, familiar to everybody, with youth's burning ambition to realize dreams. Again the people understood the boy's losing fight for his dreams against industrialism. For dreams are the heritage of humanity and it is not inconceivable that the fat Italian fruit seller on the corner has had a vision of the career as a grand opera star.

In short, people read for pleasure what they can understand. Picture a condition which the reader is able to translate into his own terms, portray the problems and emotions of the time, and your book is a success.

There is another element in "The Turmoil" which appealed strongly to the newspaper reader. It postulated a doctrine of compensation. Its hero never had a chance even to try to become the writer he longed to be; circumstances forced his artistic soul into the world of commercialism. But it was after he had made good there that he realized he had found an outlet for his creative ability, in fashioning his very life according to the ends he was compelled to serve. A railroad president knows what that means—and so does a switch thrower. Neither may gain contentment, but both must have faith in the possibility of such attainment, or quit. So each hugged to his consciousness Tarkington's bolstering suggestion of compensation.

Strong Human Interest Appeal

And here again is why the American man-in-the-street finds Mr. Hutchinson's story with its very English setting so adaptable to his own problems. Mr. Hutchinson's poor hero is overwhelmed by every tragedy in the calendar—even to being accused of murder as the result of a humanitarian act. "Winter" came for him as an acme of desolation. But the book moves logically and inevitably to the fulfillment of the quotation's conclusion: "If winter comes, can spring be far behind?"

There are a good many people right now, the world over, who, while they are not called

upon to endure the agonies of Mr. Hutchinson's central character, are getting a pretty fair taste of "winter." Folks are beginning to wonder if this upset old world of ours will ever know "spring" again. So they not only understand the problem the author chose as thesis for his story but they welcome the conclusion. He prods their old inherited beliefs in the ultimate rightness of the universe, and hammers home the doctrine of hope.

Incidentally, in any consideration of what makes for popularity it should be kept in mind that, all theories to the contrary, the reading public—and particularly the less educated public—demands top-notch work. Not discerning enough to delve under the surface for the worth of an author's ideas, the emotional reader (almost everyone is emotional) is the severest critic. So the writer who makes a success must get across. He must be a master of character delineation. Real people must walk thru his pages. His psychology must be sound, for the less complex the mind of the reader the more vivid his understanding of emotion. There never was a truer axiom than the one about Judy O'Grady and the Colonel's lady—only about seven times out of ten the Judys have the firmer grip on life as it is lived.

Who Reads the Love Stories?

Again, incidentally, readers of love stories are not young girls but women past thirty. This fact, gleaned from a desk swamped with enthusiastic letters each time I released a serial in which the love interest predominated, puzzled me for several years. Then finally I realized that my "love fan" correspondents were themselves beyond the actively romantic period. Their own love life was past or waning and they devoured this type of story as a sort of emotional stimulant. Consequently the popularity of the love story can never be in question. Always founded in a problem, marriage, it tends in these days to become linked with the greater social problem.

Probably the decline in popularity of the detective and mystery stories, primarily on the down grade because of their lack of vital personal bearing, has been hastened by the movies. A few of the older and established authors of this sort of book manage to make the best seller lists, but the younger writers who attain this desirable distinction, have put our Main Streets on paper for us, or brought national affairs to general attention with such books as "The Pride of Palomar."

The legitimate devotee of the unadulterated adventure mystery or detective yarn is youth—the young mind in the no-matter-how-old body. Adolescence finds the screen and the

movement and crowd enthusiasm of the picture theater far more stimulating than a book beside the evening lamp. And this is true today of maturity also, stirred as it is by the atmosphere of unrest that characterizes our present way of life.

That the even surety of before-the-war living can never return, for this generation at least, is pretty well accepted. Change, radical and fundamental, is in the air. But in what direction? No man can forecast conditions fifty—ten years hence. So many things that appeared to be established have gone by the boards. For the individual there is not fear of the future, perhaps, but an unnamed doubt. And this feeling has been accumulating ever since Europe plunged into war. It is especially true of the newspaper public—the not over-discerning, decidedly unanalytical, yet developing man-on-the-street individual. The times have taught him that his own problems are not only personal but general. He is not so sure of being able to take out of the world what he wants for himself, nor for his children. It is not only a question of making good. Even then he faces an element of uncertainty. After he gets will he be able to keep? Indeed, ought he to keep what he gets?

And so people have been made to think, not always straight, as they never did before. They don't seem to be able to read just for amusement. So they turn from the unrealities of Raffles prowess to those books which give some aid in analyzing current problems by picturing them convincingly.

Consider the world's dislocation. It is not surprising that books written for entertainment only, that carry no "message," enjoy less and less popularity. All of which does NOT mean that the entertainment story will never come back. It will, provided the national consciousness grows tired of thinking and decides again to live on comfortable terms with life as is and things as are.

Esparto Paper Combine

ESPARTO paper made from Esparto grass, which is very largely used for books in England, is to be exploited by a combination of ten Scottish mills which are largely engaged in the manufacture of this special type of paper. They hope to develop a large business in America, where this light weight stock has not been largely used. Esparto grass from which it is manufactured is grown in large quantities in Africa and to a smaller extent in Spain. It has been so largely used in English octavo volumes that many people in this country instinctively think of an English book of memoirs as being especially light in weight compared to our own American product.

Books Make Better Homes

THE most adequate application of the campaign for promoting the sale of practical books in the home was that planned and carried thru by Walter McKee of John V. Sheehan & Company of Detroit. During the second week in March, the Detroit Retail Furniture Association held a "Better Homes" exhibit in Arcadia Hall. The exhibit filled fifty-one different rooms, and over forty thousand people attended in four days. Mr. McKee arranged that practically every exhibit should have some appropriate books in it. Special emphasis was laid not so much on the home library of standard literature as on the practical books that would make home manage-

ment and home gardening, etc. more easy, with the emphasis, too, on practical reference books for the bookshelf. These exhibits of books were followed up by large three-column display space in the newspaper. It is said by those who saw the exhibit that the books added a human touch to the furniture, so that both parties were gainers.

That books can be pictured as part of home life to a wider public is shown by the increasing appearance of bookcases and books among our illustrated advertisements. The current number of the New York Times Book Review carries an advertisement of Scribner's subscription department, picturing the at-



Books Make Better Homes

Wherever you find a home that is well stocked with books—there you will find a "Better Home."

USEFUL BOOKS FOR THE HOME

The Boston Cooking School Cook Book. By Fanny M. Farmer.....\$2.50
The Encyclopedia of Etiquette. By Emily Holt.....\$1.50
The Desk Standard Dictionary. Funk and Wagnell's Edition.....\$2.75
Rand McNally's Complete Atlas.....\$3.50
The Care and Feeding of Children. By Dr. Emmet Holt.....\$1.25
The Book of Games and Pastimes. By T. H. Wolcott.....\$2.00
18,000 Words Often Mispronounced. By W. H. Hyffe.....\$2.00

American Home Dict. By E. V. McCallum.....\$2.50
The Prospective Mother. By J. M. Simons.....\$2.50
The Business of the Household. By C. W. Faber.....\$2.50
Housewifery. By L. R. Halderson.....\$2.50
The Home Garden. By E. E. Kenford.....\$1.50
Productive Vegetable Growing. By J. W. Lloyd.....\$2.50
How to Finance and Build a Home. A book that really tells how.....\$2.50

All of these books may be seen in the "Better Homes Exhibit" at Arcadia Hall, March 7, 8, 9, 10.

All of the books in the exhibit have been obtained through this store.

Can you imagine the profit and pleasure of having these books in your home?

Sheehan's Book Store

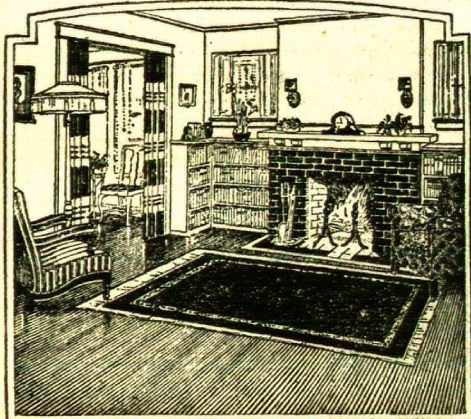
1550 Woodward Avenue

BOOKS AND HOMES

This newspaper advertisement embodies many good points for retail copy. An effective drawing, a good heading, specific title suggestions with prices, a tying up with local event, all with harmony of typography.

tractiveness of a home library. Articles on current architecture in magazines show an increasing tendency to build in bookcases as part of the living room furniture. Architects rejoice in the opportunity to add this distinctive touch to the right part of the wall space, and the bookshelves, once built in, will tempt even an unbookish occupant to begin a library.

A recent number of the *Editor and Publisher* suggests to various newspaper editors that they encourage a "Home Beautiful" exposition. The most effective way of doing this,



AN ARMSTRONG'S LINOLEUM ADVERTISEMENT EMPHASIZES THE PLACE OF BOOKS IN THE HOME

it is suggested, is to have the manufacturers of the vicinity furnish five or six different rooms—have the book dealers provide the exhibit for the library, the hardware men, crockery men and grocers furnish the kitchen, and so on down the line until the house is completely furnished.

Selling Gift Books

A VERY clear idea of the type of book that the modern store finds of especial interest to those who are to use books as gifts is indicated by a special catalog published for this purpose by McDevitt-Wilson's Bookstore in New York. This catalog is a very neat piece of printing of 72 pages of enclosure size with a foreword on the place of books as gifts, directions for ordering and three different lists.

The first list is of such standard titles as are most usually recognized as desirable for gift purposes, 120 items in all—such books as "Lorna Doone," "Golden Treasury," Kipling's "Collected Verse," etc. Then follows a list of the standard authors that are purchasable in handy form of separate volumes, 32 different authors are listed with each separate volume itemized. There is no doubt that the flexible leather books have done a great deal in in-

creasing the popularity of books as gifts, as they are in every way attractive to the recipient and, with the variety now obtainable, can easily express the sentiments of the giver. The third section of the catalog is a list of specially bound books and nice editions from the fine book stock of the store. In discussing the place of books as gifts, the catalog carries the following foreword:

"Books are the best gifts. In addition to their intrinsic value, they are a subtle tribute to the mind and character of the recipient. When in doubt, therefore, give your friend a book. And if you do not find it easy to choose the right title out of the multitude of new publications, select a tastefully bound classic, such as you will find described herein."

Best Sellers During February

COMPILED and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country by *Books of the Month*.

FICTION

- If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
 To the Last Man. By Zane Grey. *Harper.*
 The Sheikh. By Edith M. Hull. *Small, Maynard.*
 Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*
 Cytherea. By Joseph Hergesheimer. *Knopf.*
 Brass. By Charles G. Norris. *Dutton.*

NON-FICTION

- The Outline of History. By H. G. Wells. *Macmillan.*
 The Mirrors of Washington. Anonymous. *Putnam.*
 The Story of Mankind. By Hendrik Van Loon. *Boni & Liveright.*
 Queen Victoria. By Lytton Strachey. *Harcourt.*
 The Americanization of Edward Bok. By Edward Bok. *Scribner.*
 The Cruise of the Kawa. By Walter L. Traprock. *Putnam.*

Wittenberg Observes Luther Anniversary

THE medieval town of Wittenberg is celebrating the four hundredth anniversary of Luther's return to Wittenberg from Wartburg, bringing his German translation of the Bible.

Historic Washington as a Playground

Another Letter to You!

Dear Bill Bookseller:

THIS is the first opportunity I have had to write you of the coming Convention in Washington, for we have been so busy trying to "frame up" something that will appeal to you all. And, say, Bill, I think we've done it! I'm not going to say anything about the daily sessions, except that I know you'll be interested in them from beginning to finish, and they in themselves will surely repay you for coming from any distance.

In the first place, on Monday evening, we are going to visit, informally, the Congressional Library. I say "informally" for they never have any public receptions there—and you'll be mighty glad to have seen one of the most beautiful buildings in the world.

On Tuesday night, the Women's National Book Association is to have a dance—a Colonial Dance, I believe, at the New Willard with plenty of stunts and eats and jazz. For this, no charge.

On Wednesday evening at 7:15 we are going to have special cars, which will take us to the wharves, where we will board a specially chartered steamboat for a four hour trip down the beautiful Potomac, by moonlight; I say moonlight, for I have ordered it special. If you don't believe it, look it up on your calendar. And there's going to be music and maybe dancing, and maybe something when you're dry—not what you're thinking about—and there are going to be some moonlight spots—and some not so light, and we'll sing the old songs n'everything. And for this again, there is no charge!

But on Thursday,—Oh boy! That's going to be some day! We have chartered special electric trains and leave in the morning at 9:30, going directly to Arlington, the National Cemetery—and there we'll see the tomb of the "Unknown Soldier" and the wonderful amphitheater, and the Robert Lee Homestead, and we will have someone to point out briefly all the interesting spots.

Then we board our private trains again (some class) and will be taken to that famous old Virginia town of Alexandria, and visit Christ Church, where Washington worshipped,

and if you behave yourself, I'll let you sit in the pew Washington owned—and then we'll visit the famous old fire engine house with all the original apparatus—and then we may visit the Old Masonic Hall where Washington was Master, and after we have had our fill of all these things, we'll take our train, our very own, and ride for a short time, till we come to Mt. Vernon, the most sacred shrine in America.

By that time, our appetite will probably be on edge, so we'll have some lunch—some

lunch—I say, after which we will be taken thru the old house and grounds and will probably leave for home (for Washington is your Capitol, you know, old top) and reach there about three o'clock.

And I think, altho

I can't promise, that we may be able to go thru the White House, and say, won't that be great? And when that is over, we'll call it a day, and your wife can go to the hotel for a little "beauty sleep" to be in trim for the banquet in the evening. And the Banquet, Bill, the banquet! I wish I could, but I can't tell you any of the details at this time. All I can say is that the hall has a capacity of 800 guests, so you'd better make your reservations early (I don't mean to be funny). And for all this big Thursday and Thursday evening, there'll be no **CHARGE!!**

The only expense will be the ten dollar registration fee for each person—that means ten for you and ten for your wife. It sure is a great feeling for us booksellers to know that we, ourselves, unassisted, are going to "put over" the biggest Convention of American Booksellers the world has ever known.

And, say, boy, I almost forgot one of the most important things—be sure to bring your golf clubs with you. Within ten minutes of the hotel is one of the finest municipal courses in the country. You can play eighteen holes and be back in time for breakfast.

So send in your reservations early—direct to the hotel—and arrange your table for the banquet—before you come—and you'll make everyone happy, including

Yours cordially,

SIMON L. NYE,

Chairman Convention Publicity Committee.

22nd ANNUAL
BOOKSELLERS' CONVENTION
New Willard, WASHINGTON
May 8, 9, 10, 11, 1922

The Present State of Book Manufacture

WHEN A. Edward Newton shouted his rallying cry from the pages of the *Atlantic Monthly*, to be taken up by publishers and booksellers, the emphasis was not on mere reading, but on the owning of books, and ever since the slogan was minted "Buy a Book a Week" has been the basis of well-reasoned arguments for owning a library. To formulate such arguments, one had, of course, to ask, "Why do people buy books, anyway?" Many people purchase books merely for the temporary pleasure they provide, exactly as one buys candy or flowers. The only permanent results of such expenditure are pleasant memories. A more telling argument for the owning of books is that of personal betterment. Many commodities make use of this same argument, but books can make a stronger plea for two reasons—for the Lux may be sold to preserve the delicate tint of your Sunday blouse, and Rinso to preserve the youth that would otherwise be rubbed away, and Palm Olive soap to preserve that school girl complexion, these are, in spite of efforts, doomed to an eventual demise, but the mind or the soul, we believe, may be preserved and improved by knowledge and inspiration. And that is what books can provide. Moreover, books have the quality of the Miraculous Pitcher—no matter how often the source is drained, it is just as full and ready to be drained. So, as a permanent collection, books, it is argued, possess a distinct advantage over Woodbury's soap or Blue Goose Grapefruit. In this way, too, they possess an advantage over opera or concert tickets.

To Encourage Ownership

But if all these arguments are to be used, they entail real responsibility on the part of the makers of books. If books are to condescend to concert tickets with the miraculous pitcher argument it is not enough for the contents of the books to be inspired, their manufacture must also be so sound as to insure their permanency. It would be unfortunate if the growing enthusiasm for book ownership were not accompanied by an enthusiasm for good manufacture. Several book collectors have written to the PUBLISHERS' WEEKLY recently, sharply commenting on the present state of book manufacture, and these earnest letters may well make any publisher or bookseller pause, examine his stock, and think.

A bookseller of twenty-five years' experience writes:

"In my twenty-seven years of selling, I have found that satisfied customers are and have been our greatest asset and in order to

make book lovers, books must be made lovely things, and that the quality of the paper, cover, and make-up of the book lend a great deal to its value. I believe that at this time more attention ought to be paid to the quality of the paper, cover and general makeup of the book than heretofore.

What To Do About Children's Books?

"There has been quite a general feeling of dissatisfaction both among dealers and buyers as to the quality of books and this is more especially marked in the library trade. There is a great deal of complaint, and librarians say to me 'what shall we do about these children's books?' I tell them simply to write the publishers and if they don't choose to make their books a little better, not to buy them, as there are plenty of good juveniles that can be bought in a little better paper. Some librarians have told me that unless paper and binding improved on certain books, they would cut these titles off their lists altogether. As a matter of fact, the paper now being used in a \$1.50 or \$2.00 book to-day is not as good as that used on 10 cent and 25 cent paper covered books ten years ago.

To Get Away From War Discomfort

"I do hope that something can be done and know that it would be a good thing for the book business all around. *Anything* to get away from this feeling of dissatisfaction and discomfort that has grown out of the war. During the war cheapening was apparently necessary, in order to keep the prices of books down. Now there should be considerable improvement along this line. People look at the cover and paper and say they would not care to give the book away or have it in their own library, so will read it at the public library or at the club but will not purchase it. If you would come into our place for a day or two and handle a few of these books, I know that as a book lover you would feel just about as much satisfaction as you would piling cordwood. The price of paper has come down and tho it is probable that we will never secure as good a quality of paper as we did once, I am sure that something might be done along that line.

"I am going to hammer away at this thing and interest other people to hammer at it, even at the risk of getting myself disliked. I am going to call the matter to the attention of booksellers generally and I believe that anything you can do would render a great service in the interests of all concerned."

A bookseller in the far west writes:

"I have been buying books for the past half year at the rate of about twenty a month. In

beginning to collect a small home library I have not wanted full sets of any author, but I have not been able to get single volumes of the classics I wanted except in unattractive editions.

"I am able to pay the price for a good, sound, standard edition of my books, I do not need to buy the cheap condensed editions nor am I able to afford hand bound leather editions de luxe at eight to ten dollars a volume. But I want my books to be worthy of a permanent place on my shelves in their physical qualities, and very few of the first 120 volumes I have bought are so worthy.

"This state of affairs does not encourage the collecting of a home library, a hobby that is profitable to publishers."

When Books Are Opened

A Philadelphia book collector writes:

"Whenever I read, in the WEEKLY, your notices of books under the heading of 'Good Book Making,' I wonder just what, nowadays, is supposed to be included in this subject. Pleasant type? Good quality paper? Attractive binding? We are well supplied in all these matters. But it seems to me that one of the most important points of good book making is being entirely neglected.

"Possibly the average publisher cares little how long his book will 'stand up' after it is sold, and a dealer cares no more. I have had salesmen in stores, offering me a book, open it before me to exhibit it, to the music of a loud crack from the tender lining material. After one reading, such books are no credit to either dealer or publisher. Again, I have secured untouched books and opened them with the greatest care, only to have them break quite as badly, sometimes between a dozen or more sections.

Printing No Longer a Craft

"It was formerly the custom, with some subscription publishers, to enclose, in each volume sent out, a printed slip, cautioning care in the opening of a new book and recommending that it be handled carefully the first time and opened gradually, turning down a few leaves at a time from each end; some such directions, as I recall, gave a line cut by way of exact explanation.

It would not be far from the truth to say that ninety-nine people out of a hundred have no idea of how to open a new book in this way. And possibly only half of these care very much whether the book breaks or not. But those who do care, and to whom books are something a little more important and permanent than a newspaper or magazine, have, I think, some right to expect reasonable durability as well as a pleasant appearance in books which certainly cost enough to insure both.

"Printing, which was once a craft, is now a business. But, to say nothing of craftsmanship, is it even good business for modern publishers to ignore the durability of their books? Is a firmer stitching and more careful assembly less a part of good book making than other points which simply attract the eye? And, if not, should it not receive more attention and, in the same connection, should not the ordinary book buyers be educated, by means of printed directions, to open their books more carefully on the first reading and to treat them with more consideration?

"To criticize 99 out of 100 books would overstate the case, altho the provocation is sometimes so great that I feel like that other disgruntled individual who proclaimed that 'all men are liars,' taking no chances on an underestimate. At any rate, the ratio is pretty high and, according to my experiences, is not evenly distributed among the publishers. That is, nearly all the books of one house may be well sewn while nearly all the books of another may be badly sewn. I have frequently written publishers on the subject and invariably receive a letter of regret and an offer to supply a new copy of the book; but the answer to the problem is not a new copy to such people as complain but rather a properly substantial edition in the first place."

A Library Report

The annual report of the Grand Rapids Public Library says:

"The general book binding situation, especially for new books, is the worst I have known in my whole library experience. In a previous report I referred to the fact that some books have to be repaired or rebound after going into circulation only once or twice on account of the poor quality of the binding as they come from the publishers. This, however, is not the only trouble we are having in this connection, for in the assembling of the printed sections of the books for binding there are an extraordinary number of mistakes being made, duplicating certain sections, leaving out others, etc., so that the books come to us imperfect. The other day the Library received 11 copies of a popular reference book which is used at most of the Branch Libraries. Seven of these had to be returned because of missing pages due to faulty work in the establishment where the books were bound. The situation is such that it is necessary for the Library to examine carefully or collate every reference work that comes to us. It is the rarest thing that we get a considerable number of volumes now that come to us perfect, because of the indifferent work done in the publishers' binderies."

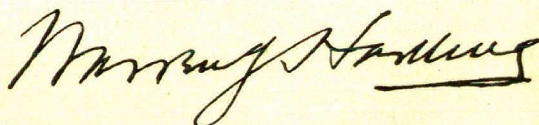
THE WHITE HOUSE
WASHINGTON

February 27, 1922.

It is a pleasure to endorse the program of your organization for the wider circulation of books of a religious character.

I strongly feel that every good parent cares for his child's body, that the child may have a normal and healthy life and growth; cares for his child's mind, that the child may take his proper place in a world of thinking people; and such a parent must also train his child's character religiously, that the world may become morally fit. Unless this is done, trained bodies and trained minds may simply add to the destructive forces of the world.

Very sincerely,



PRESIDENT HARDING'S LETTER TO THE RELIGIOUS BOOK WEEK COMMITTEE

Voting for the Best Travel Books

A VOTE on the best books of travel has been conducted during the past week at the big Travel Show in Grand Central Palace, New York, and the result will be announced shortly by the judges, Josephine Adams Rathbone of the Pratt Institute, author of "Viewpoints of Travel" and Louis Froelich, Editor of *Asia*, and Frederic G. Melcher of the PUBLISHERS' WEEKLY. Thru announcements in the press, nominations were asked for a preliminary list of the best twenty-five titles, and this list being reprinted has been passed out at the Travel Show, so that anyone may

vote as to which are the best ten travel books to be placed on this preliminary list.

The suggestions that came to the Committee included in all 198 titles, covering seemingly every possible field of authorship and territory. There was so little concerted action that many books received only a few votes. In two cases the ballots showed the result of some special effort to stimulate appreciation of certain titles, and a very heavy vote was cast for "The Sea and Sardinia" by D. H. Lawrence and for two books by Sydney Greenbie and one by Mrs. Greenbie. The list is to be printed on the bal-

lot, arranged chronologically by date of publication, and is as follows:

TRAVEL BOOK LIST

- The Travels of Marco Polo.
Hakluyt's Voyages.
Eöthen. By Alexander William Kinglake.
Two Years Before the Mast. By Richard Henry Dana.
The Bible in Spain. By George Borrow.
The Oregon Trail. By Francis Parkman.
A Naturalist's Voyage Around the World. By Charles Darwin.
Innocents Abroad. By Mark Twain.
How I Found Livingston. By Henry M. Stanley.
South Sea Idylls. By Charles Warren Stoddard.
Travels With A Donkey. By Robert Louis Stevenson.
The Purple Land. By W. H. Hudson.
The Mirror of the Sea. By Joseph Conrad.
The Cradle of the Deep. By Sir Frederick Treves.
A Vagabond Journey Around the World. By Harry A. Franck.
White Shadows in the South Seas. By Frederick O'Brien.
Jungle Peace. By William Beebe.
South. By Sir Ernest Shackleton.
Japan: Real and Imaginary. By Sydney Greenbie.
The Sea and the Jungle. By H. M. Tomlinson.
Mystic Isles of the South Seas. By Frederick O'Brien.
In the Eyes of the East. By Marjorie Barstow Greenbie.
The Sea and Sardinia. By D. H. Lawrence.
The Friendly Arctic. By Vilhjalmur Stefansson.
The Pacific Triangle. By Sydney Greenbie.

It is interesting to see that America is not without appreciation of the debt it owes to Marco Polo and that such a famous set as Hakluyt's "Voyages" received many votes. "The South Sea Idylls" is a book that has been too much lost sight of, tho ranked among the best books that the South Sea has produced. Stanley's first book received more preliminary votes than his more famous volume, "Through Darkest Africa." All of Franck's books were spoken of, but none has equalled "The Vagabond Journey" in popularity. It is interesting to notice that our public apparently likes home-made books of travel, as about sixty per-cent of the titles were by American authors. While the total number mentioned gave Europe large precedence as a territory of interest, there were only five books on Europe among the first twenty-five, indicating that few titles of European travel take

a real preeminence. Australia was the only continent not included in any title sent in. Such old-time titles as Johnson's "Tour of the Hebrides" and Byron's "Childe Harold" and Augustus Hare's books were mentioned. Perhaps the most unusual suggestion was that of "Seven Year's Street Preaching in California" by William Taylor. One voter showed a loyalty to youthful enthusiasm by mentioning "Under Drake's Flag" by Henty. The report as to the voting at the Travel Show will be printed next week.

Export Conditions

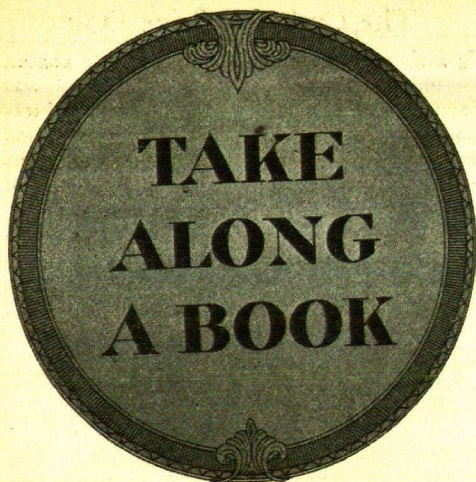
"IN Australasia there is nothing approaching a slump in books, nor is there likely to be," says the *Book Post*. "The worst that can be said is that the abnormal demand has ceased and that orders are now given with caution and restraint that two years ago were given with reckless extravagance. Our friends on the other side have a good deal of stock, accumulated at that time, which they are rather anxious to clear off.

"This means that the market for books, especially novels by new authors, is considerably restricted, and is probably less than it was before the war. Publishers who formerly took risks with a new novelist depending upon the export demand will be well advised to take this into account.

"At the same time the demand for novels by well-known writers continues with little change. First orders of new books are smaller than they were, but if the new novel is up to standard the demand will not fail, and the event will be as satisfactory as in the days of large subscription orders. With more definiteness we must say, that this is subject to certain conditions, the chief of which is price.

"The chief demand is for popular authors at two shillings. The Australasian is fond of reading, but he likes his favorite author at a low price. There is a slump in the shilling paper covered novel.

"From Canada the news comes of satisfactory trade in books, but chiefly of cheap editions. The Canadian market is kept stocked with cheap editions of American novels which are handled entirely by "jobbers" after the publishers have exhausted the demand for these novels at the original published price. Unfortunately the American novel tends more and more to appeal to the Canadian taste, and this and the fact that it can be bought at a popular price make it practically impossible for English novels to find a public unless prices are at least equal. The Canadian book market is gradually becoming Americanized, and English publishers might with profit set about considering what can be done to counteract this tendency."



"Take Along a Book"

A VERY interesting and decidedly attractive form of bookstore promotion has just gone out from the Year Round Bookselling Committee to all dealers. It consists of a transparency $7\frac{1}{2}$ inches wide which is applied to the window pane. Inside of the neatly designed circlet are the words, "Take Along A Book," a selling emphasis delivered at just the time when the passerby may have noticed a book in the window, but, having noticed it, had not applied to himself the idea of taking a book with him.

These transparencies are most carefully executed and can be a dignified appendage to a window of even the most exclusive shop. The color is a very delicate yellow with red letters. To put it on the window the surface is wet with a sponge or cloth and the circlet pressed tightly to the glass, where it will stay attached for as long as the dealer wishes, for several years if desired or, it can be removed. It can be attached either on the outside or inside of the glass according to the needs. The committee has also had this design made into electros of $1\frac{1}{4}$ inches across, and these will be supplied to retailers to use in their advertising at 70c postpaid.

Home Planning Reading List

A LIST of twelve practical books on home planning has been prepared by the American Library Association in an 8-page pamphlet for general distribution by either libraries or bookstores. The list has a decorative cover and short introduction. The books include discussion of various styles of architecture, of different materials and practical plans.

A Chicago Wage Decision

AS arbitrator in the feeders' wage discussion in Chicago, Dean Heilman of Northwestern University has rendered a decision, cutting the minimum rate for those who were receiving \$39.60 to \$37.80 per week and junior workmen from \$24.90 to \$23.10. The rates go into effect March 26th for one year. This decision affects virtually all the printing and publishing houses in Chicago.

In announcing the decision, Dean Heilman commented on the Union's argument that \$2445 was the minimum wage which would enable a man to support a wife and three children in health and efficiency according to the American standard. "This theory," said Dean Heilman, "sets forth an ideal which should eventually be established in all American business, but the fact is that the total annual income of the United States is not large enough to provide such a wage to every adult wage earner, and there is no indication that the printing industry is more profitable than any other."

This comment, which has been widely quoted, draws attention to the statistics as to the nation's annual income, which, according to the figures, is about \$60,000,000,000 for 40,000,000 receivers of income, or about \$1500 a year. Only 10 per cent of the incomes of the United States average over the figure set by the printers as necessary, 90 per cent of them run under that figure. The wage scale adopted gives the feeders about \$2000 a year, and 87 per cent of the incomes of the country are less than that figure.

Wolcott Back in Business

THE lure of bookselling has its victories now as in the time gone by. Clarence E. Wolcott is back in the book business; with all the fresh enthusiasm of a youth and the ripe knowledge of a veteran, he returns to the profession and has opened a Book & Gift Shop at Skaneateles, in central New York, where he has been living quietly since closing his famous shop at Syracuse, three years ago. With him, he will have an associate in Mrs. Wolcott who takes personal charge of all merchandise other than books. His present plan is to build up local trade which has ready connections with other prosperous towns in the neighborhood, and develop a mail order business among many book buyers in that part of the state with whom he has done business in the past.

Mr. Wolcott has a record as one of the founders of the American Booksellers' Association, and during several of its earlier and critical years was its president and a ceaseless worker in its interests.

Parcel Post Packages may now be Sealed

THE Post Office Department has issued a ruling that articles when enclosed in sealed parcels bearing printed labels which show the nature of the contents, the name of the manufacturer, producer or shipper, and endorsed "Postmaster: This parcel may be opened for inspection if necessary," shall be accepted for mailing at parcel post rates. It is not necessary to state the QUANTITY of the contents of the package. Descriptions like this are sufficient: "Cooking Utensils," "Confectionery," "Food Products," "Hardware," "Wearing Apparel."

Books would be marked:

CONTENTS: Books

Postmaster: This parcel may be opened for postal inspection if necessary.

Substituting for Gold Leaf

ONE of the continuing experiments in the book binding field has been the attempt to find a substitute for gold which could be used as easily as plain ink and yet stay untarnished as long as the leaf itself. After a good many failures which have only shown up their failure after some years on the book owner's shelves, it is reported that a formula has been discovered which the inventors have trademarked as "alchemic gold." The tests seem to prove that this will stand the test of time without rubbing off or losing lustre. An advantage that has been looked for in this experimentation comes from the fact that in using gold leaf the whole surface of the area included by the design to be stamped in has to be covered with the leaf, while, in using a substitute that can be handled like ink, only the lettering or the design itself needs to be covered, with consequent saving of material.

Macmillan to Build

THE large building lot on the corner of Twelfth Street and Fifth Avenue, New York, which the Macmillan Company has owned for some time is soon to be the scene of building operations. This lot was acquired by Macmillan just at the time the war broke out, and building costs rose so rapidly that construction plans have been delayed. The location has a fine frontage on both streets and a permanent light to the south on account of the church which is on the next corner. The balance of the frontage on Fifth Avenue is occupied by Macmillan's present building, 66 Fifth Avenue and the corner building erected some years ago by Ginn & Company at 70 Fifth Avenue.

The Cytherea Prize Doll

THE prize winning doll in Knopf's contest for "Cytherea" window displays was modeled and dressed by Miss Katherine Pierson and displayed in Frank Shay's Bookshop in New York. Knopf's received photographs from all over the country, and many attempted to visualize the peculiarly enigmatic and fascinating heroine. Miss Pierson's doll was dressed in an old-fashioned bell skirt of plum colored silk with yellow bodice and black Spanish lace. As displayed in Mr. Shay's



CYTHEREA THE PRIZE DOLL. DISPLAYED AT FRANK SHAY'S BOOKSHOP

window it was given a most interesting setting against a design of a spreading tree with just a half dozen of the brilliantly colored books at the other edge of the window. The second prize was for a doll dressed by Miss Patricia Hunt for Sheehan's Bookshop in Detroit, and the third prize for a doll used in Lord & Taylor's Bookshop in New York and dressed by Elizabeth Prall and Angevine Hayward. The prizes were for \$50, \$25 and \$15 respectively, and the judges were Mrs. Lydig Hoyt, Neysa McMein and Frederic G. Melcher.

SIR ARTHUR CONAN DOYLE is coming to this country on April 8 for a brief tour to deliver a series of three lectures dealing with his investigations of life after death.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper



THIS is probably the most extensively used book-plate in the world. The designer, Anna Milo Upjohn, who has been associated with the Junior Red Cross in Europe, has seen this book-plate placed in all of the American books which have been given by that organization to the schools of France, Italy, Russia, Albania, Czecho-Slovakia, Hungary, Rumania, Austria, Bulgaria and Jugoslavia. Miss Upjohn has done many things worth while in black-and-white and in oils, and, when asked where and with whom she studied, modestly said, "It was in many places, usually for a few months at a time and disconnectedly, but that which counted for most was in Paris under Castelucho and Lucien Simon." Altho she has been "on the wing" for the last five years in Europe, the place she calls "home" is Jersey City, N. J., but for the present she is stationed in Washington, D. C.

Among the new members of the Women's National Book Association, is Dorothea Hertzog, editor of *Movie Weekly*. She is much interested in the organization and feels that

her work is closely allied with that of book-selling.

There is a coffee house at 24 Beekman Street, New York, which carries a sign, "Good things to eat; Good friends to greet; GOOD BOOKS TO READ." Here are two enterprising young women, Jeanette and Josephine Ware, graduates of the University of Minnesota, carrying on a restaurant with the walls lined with bookshelves upon which rest the old favorites as well as the new ones in literature. Here one may have lunch, quietly with a favorite author close at hand. As one interviewer put it you ask the waiter for "Scrambled eggs, with 'Mr. Prohack,' please; or creamed chicken on toast with *Vogue*." The Misses Ware started with one small bookshelf, but now, owing to the great demand for books during lunch, they have been forced to line the walls with them. The idea is a very popular one with their patrons, judging from the emptiness of the shelves during the rush hour. No one ever runs off with the books, altho no charge is made for the use of them. The books are bought by the proprietors, who use this method of advertising their shop, knowing that folks will return day after day for lunch in order to finish a story so comfortably begun.

Mrs. Alice Spence Geddes Lloyd, head of the Caney Creek Community Centre, Pippa-pass, Knott County, Kentucky, is making arrangements for a lecture tour thru the Northern States in a short time. Mrs. Lloyd will bring along with her three mountain boys who will assist her with the program. The library in this community is a very popular place, and she states that it is almost impossible to satisfy the demands that these mountain folk make upon it. A fourth branch has just been opened with an even thousand volumes. These branches are in addition to the little libraries which have been placed in the schools in the remote districts.

Marie Robinson and Ellen Ringer have been carrying on a very successful exhibition of the paintings of Carleton C. Fowler at their shop, The Bookery, 11 West 47th St., New York. The canvases, large and small, are well distributed about the shop, some hung and others upon easels. This collection includes landscapes in water-colors and oils and thumb-box sketches. Some of the larger oils are "Fifth Avenue at Twilight," "Willows in Spring" and "In the Pine Woods." During the absence of Mrs. Robinson from New York, her place in the shop will be taken by Lucille Polianov, a newcomer to the book-trade.

Obituary Notes

ERNEST ALFRED VIZETELLY

ERNEST ALFRED VIZETELLY, author, traveler and editor, died at his home in Hampstead, England, after a long illness, on March 26th. He was in his sixty-ninth year. While still in his teens, he became a newspaper correspondent and illustrator for several London periodicals during the Franco-Prussian War and was in Paris thruout the Commune. He was associated with Vizetelly & Company, publishers, as editor, during their brief career, and was the translator of Zola's works. His writings include: "My Days of Adventure, 1870-71"; "True Story of Alsace-Lorraine"; "Paris and Her People"; "In Seven Lands"; "The Court of the Tuilleries, 1852-1870"; "The Anarchists, Their Creed and Record"; "True Story of Chevalier d'Eon"; and the following novels: "The Scorpion"; "A Path of Thorns"; "The Lover's Progress"; and "Blush Rose." His brother, Frank H. Vizetelly, is now connected with the *Literary Digest* and the *Standard Dictionary*.

There were three brothers: Ernest A. Vizetelly, Dr. Frank H. Vizetelly, of New York City, and the late Edward H. Vizetelly. The Vizetelly firm got into trouble with the criminal authorities for bringing out certain of the books of Emile Zola in English. Yet some years later when the realistic novelist visited London he was received with honor.

Communications

SECOND HAND BOOK PRICES

Los Angeles Public Library
Los Angeles, California,

March 17, 1922.

Editor, PUBLISHERS' WEEKLY:

Is it a fact, as stated by "Burdock" in the issue of February 25th, that libraries are unwilling to pay fair prices for "o. p." books, or does "Burdock" quote too high prices? I do not believe that as a general rule libraries go to the trouble of placing weekly advertisements in the "Books Wanted" column and then fail to buy if they receive reasonable offers.

It is very frequently the case that we receive several answers for a single item on which the highest quotation is double that of the lowest offer. We recently advertised for "The Thrall of Lief the Lucky" and bought all copies offered under the original publication price.

The mere fact that a book is not listed in the latest copy of the publishers' catalog makes it considered "o. p.," but does not

necessarily justify charging a premium for the hundreds of copies available in second-hand stores all over the country. We may advertise for a book which we are willing to buy at the original price, but not at a premium.

This library is placing ads at regular intervals and securing satisfactory results, having secured missing volumes of some important continuations and replacement of recent books. Probably there has never been a time when the publishers were allowing so many titles in constant demand by libraries to go out of print, and it is in this connection that I find the "Books Wanted" column of great assistance.

Very truly yours,

ALBERT C. READ,
Principal of Order Department.

SECOND HAND PRICES AGAIN

Zelienople, Pa.

Editor, PUBLISHERS' WEEKLY,

Would you please call attention to the ridiculous practice some book dealers have of quoting absurd and excessive prices to very ordinary, common and in no wise expensive books in reply to inquiries in your "Books Wanted."

I recently advertised for a copy of Bill Nye's "Comic History of U. S.," a book very common and worth at most \$2.00, and was simply deluged with offers of from \$1.20 to \$15.00.

Yours truly,

P. L. D.

Personal Notes

FRANK C. DODD, of Dodd, Mead & Company, sailed for England on March 23rd. Before leaving, Mr. Dodd stated that, because of the recent purchase of the John Lane line, and the large increase to the Dodd Mead list, he would probably not add materially to the books already arranged for this year; that he was more interested in perfecting plans and securing material for 1923. Mr. Dodd plans to visit W. J. Locke at his home in Cannes, and while in England, will see Archibald Marshall, W. B. Maxwell, Muriel Hine, Arthur Rees, Anthony Pryde, Michael Arlen, Berta Ruck, Olive Wadsley, and other Dodd Mead authors.

HAROLD HUNTING, who was formerly manager of the Religious Book Shop, and more recently with McDevitt-Wilson's, goes April first to the George H. Doran Co. where he will assist Charles M. Roe, head of the religious department.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Ackley, Clarence Emerson

Outline history of English and American literature, [with bibliographies.] 115 p. D c. Bost., Stratford Co. \$1

The author is superintendent of city schools, Winchester, Ky.

Barbour, Ralph Henry, and Holt, H. P.

Over two seas. 264 p. front. D c. N. Y., Appleton \$1.75

The story of two boys in the South Seas.

Bare-handed selling; a book of true sales experiments by The men who make prosperity; a book of tools, not rules, chosen for their usefulness to the experienced salesman who wishes to make more and better sales and to men and women who are beginning a selling career. 250 p. D [c. '22] N. Y., Reynolds Pub. Co., inc., 416 W. 13th St. bds. \$1

Benezet, Louis Paul

Young people's history of the world war. 14+481 p. front. pls. maps pors. D c. N. Y., Macmillan \$1.20

An edition for intermediate grammar grades.

Bernhardt, Sarah

The idol of Paris; a romance; tr. from the French by Mary Tongue. 320 p. front. D [c. '22] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75

The story of a young actress, who at seventeen, had Paris at her feet.

Berry, Elmer

Baseball notes for coaches and players; 2nd edition; [introd. by Ray L. Fisher.] 86 p. pls. diags. '22 c. '16-'22 N. Y., A. S. Barnes & Co. \$2

Bill, Ingram E.

Constructive evangelism. 125 p. (10¾ p. bibl.) S [c. '21] Phil., The Judson Press bds. \$1

Brown, Arthur Judson

The why and how of foreign missions. 210 p. il. O [c. '21] N. Y., Missionary Education Movement of the U. S. and Canada pap. 50 c.; 75 c.

Adler, Felix

The punishment of children; [introd. by Norman E. Richardson.] 40 p. O (American home ser.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 20 c.

American Institute of Child Life. The Educational Staff

The problems of fighting; 3rd ed. 19 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

The problems of temper; 3rd ed. revised. 22 p. (½ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

Sunday in the home; 3rd ed. 29 p. (2¾ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

A year of good Sundays; 3rd ed. 27 p. (2¾ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

American Institute of Child Life. The Literary Staff

The dramatic instinct in children; 4th ed. revised. 27 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

The education of the child during the second and third years; 2nd edition. 45 p. (1½ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., Abingdon Press pap. 20 c.

The picture-hour in the home; 2nd ed. 24 p. (3 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

The second and third years. 35 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 20 c.

Table talk in the home; 4th ed.; [introd. by Norman E. Richardson.] 30 p. (¾ p. bibl.) O (Amer-

ican home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 15 c.

American Library Association

Booklist books, 1921; a selection. 70 p. O '22 Chic., American Library Assn., 78 East Washington pap. 25 c.

American Olympic Committee

Report of the American Olympic committee; 7th Olympic games, Antwerp, Belgium 1920. 11+451 p. front. il. pors. O '21 N. Y., American Olympic Committee, 6 E. 23rd St. \$1

Bell, Aubrey Fitz Gerald

Baltasar Gracian. 8+82 p. O (Hispanic society of America-Portuguese ser. 3) '22 N. Y., Oxford University Press \$2.25

Fernam Lopez. 8+62 p. O (Hispanic society of America; Portuguese ser. 2) '22 N. Y. Oxford University Press \$1.80

Betts, George Herbert

Parenthood and heredity; [2nd ed.] 26 p. O [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.

The roots of disposition and character. 27 p. (½ p. bibl.) O (American home ser.) [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.

Youth's outlook upon life. 30 p. O (American home ser.) [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.

British Museum

Cuneiform texts from Babylonian tablets, etc., in the British Museum; pt. 36. 12 p. pls. O '22 N. Y., Oxford University Press \$8

Bryant, Mrs. Louise Frances Stevens

Educational work of the girl scouts. 14 p. O (U. S. Dept. of the Interior; Bu. of education; bull., 1921, no. 46) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Buckham, John Wright

Religion as experience. 128 p. D [c. '22] N. Y. and Cin., The Abingdon Press \$1

Byron, George Gordon Noel Byron, Lord

Lord Byron's correspondence chiefly with Lady Melbourne, Mr. Hobhouse, the Hon. Douglas Kinnaird, and P. B. Shelley; with pors. ed. by John Murray in 2 volumes. 13+308; 9+326 p. fronts. (pors.) facsms. pors. O '22 N. Y., Scribner \$8.50

These letters cover the whole of Lord Byron's life from his Cambridge days, but are chiefly concerned with his society career of five years in London, and his residence abroad.

Calkins, Earnest Elmo

The advertising man. 205 p. (4¼ p. bibl.) S (The vocational ser.) c. N. Y., Scribner \$1.25

An estimate of the advertising man's requisites and opportunities.

Cazenove, Theophile

Cazenove journal; 1794; a record of the journey of Theophile Cazenove through New Jersey and Pennsylvania; tr. from the French; ed. by Rayner Wickersham Kelsey. 17+103 p. front. (por.). pls. facsms. O (Haverford College studies, no. 13) c. Haverford, Pa., The Pennsylvania History Press \$1.80

The story of a business trip from Newark, New Jersey, to Allentwn, Pa., down to Philadelphia, which was made October 21, to November 16, 1794.

Chamberlin, Frederick

The private character of Queen Elizabeth. 325 p. il. pls. O '21 N. Y., Dodd, Mead \$5

Chapman, Abel

Savage Sudan; its wild tribes, big game and bird life; with 248 il. chiefly from rough sketches by the author. 20+452 p. front. (map) O '22 N. Y., Putnam \$10

Clark, Thomas Arkle

When you write a letter; some suggestions as to why, when and how it should be done. 165 p. O [c. '21] Chic., B. H. Sanborn & Co. \$1.12

Connolly, James Brendan

Tide rips. 246 p. front. D '22 c. '14-'22 N. Y., Scribner \$1.75

A collection of nine sea stories.

Cross, Victoria. See Griffen, Vivian

Curtman, Louis J.

An introduction to the analytical chemistry of the rarer elements. 64 p. (1 p. bibl.) D [c. '22] N. Y., [Author], 547 W. 142nd St. \$1.25

[Dewey, John, and others]

Ideals, aims and methods in education. 7+110 p. (bibl. footnotes) S (The new educator's library) '22 N. Y., Pitman \$1

Among the contributors to this volume are W. Bateson, Benedetto Croce, H. Bompas Smith, Shepard Dawson and others.

Drown, Edward Staples

The creative Christ; a study of the incarnation in terms of modern thought. 167 p. D c. N. Y., Macmillan \$1.25

A study of the incarnation in terms of modern thought.

Dunsany, Edward John Moreton Drax Plunkett, 18 baron

If; a play in four acts; [foreword by William Beebe.] 10+185 p. D c. N. Y., Putnam bds. \$1.75

The story of a man who one day, years ago, missed the 8.15 to town, and of all, in consequence, he missed besides.

Emerson, William Robie Patten

Nutrition and growth in children. 29+241 p. (½ p. bibl.) front. (por.) charts pls. forms. pors. c. O N. Y., Appleton \$2.50

The author describes the causes of malnutrition in growing children and shows how the condition may be detected. The book is designed for home, school and community workers.

Erskine, Laurie Yorke

Renfrew of the Royal mounted. 255 p. col. front. D c. N. Y., Appleton \$1.75

The story for boys, of the life of the men in the service of the Royal Mounted, and of the way in which they deal with Indian uprisings, frontier ruffians and fugitives from justice.

Fisher, Henry W.

Abroad with Mark Twain and Eugene Field; tales they told to a fellow correspondent; [ed. by Merle Johnson.] 21+246 p. O c. N. Y., N. L. Brown \$2.25

A story of the author's intimate association with Twain and Field in Paris, London, Vienna and Berlin, together with anecdotes told by both men.

Flattery, Maurice Douglas

Three plays; Annie Laurie, The subterfuge, The conspirators. 211 p. D [c. '05-'21] Bost., Four Seas \$2

health and happiness of the farm family; how to build them. 28 p. il. diagrs. O (U. S. Dept. of agriculture; Farmers' bull. 1230; Bureau of public roads) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Eggleston, Margaret W.

Building for womanhood. 28 p. O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Ernie Rowland Edmund Prothero, Lord

The light reading of our ancestors; [a discussion of the growth and place of romantic fiction in the Middle Ages, and the three chief groups of romances, the French, the Classical, and the Arthurian.] 14 p. O (English association, pamphlet no. 50) '22 N. Y., Oxford University Press pap. 90 c.

Carnovale, Luigi

The disarmament conference at Washington will be a failure; only by the abolition of neutrality can war be quickly and forever prevented; 2nd ed. 32 p. O [c. '21] Chic., Italian-American Pub. Co., 30 North Michigan Ave. pap. 25 c.

Cohalan, Daniel Florence

Senator Lodge: past and present. 14 p. D [n. d.] Wash., D. C., All America National Council, Munsey Bldg. pap. apply

Conference on Unemployment

Report of the President's Conference on unemployment, Sept. 26-Oct. 13, 1921; [with bibliography]; Herbert Hoover, chairman. 178 p. il. O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Daniels, Ara Marcus

Chimneys and fireplaces; they contribute to the

Foster, Harry L.

The adventures of a tropical tramp; with il. from photographs taken by the author. 359 p. front. (por.) pls. pors. O c. N. Y., Dodd, Mead \$2.50

The experiences of the author who, thru the spirit of adventure, went down to South America without money and took life as he found it.

Friel, Arthur O.

The pathless trail. 337 p. D c. N. Y., Harper \$1.75

A story of adventure in the dark unexplored forests of Peru, to which a man fled, thinking that he had committed a murder. He lived while in a temporarily demented state with a tribe of cannibals for five years, because the savages feared to kill a mad man.

Gibbs, Charlotte Mitchell

Household textiles; rev. edition. 8+256 p. (5½ p. bibl.) front. pls. il. diags. D '22 c. '12-'22 Bost., Whitcomb & Barrows, Huntington Chambers \$1.50

Gregory, Isabella Augusta Persse, Lady

The image and other plays. 253 p. D c. N. Y., Putnam \$2

Contents: The Image; Hanrahan's Oath; Shanwalla; The Wrens.

Gregory, T. E. G.

Tariffs; a study in method. 15+518 p. charts tabs. O '21 Phil., Lippincott \$8.50

Partial contents: Tariff-making bodies; The internal form of the tariff; The tariff rate; Differentiation and specialization of commodities; The preferential system of the British Empire. The author is Cassel Reader in Commerce, University of London.

Griffen, Vivian Cory [Victoria Cross, pseud.]

Over life's edge. 243 p. front. D [c. '21-'22] N. Y., Macaulay \$1.75

A romance of the Cornish coast.

Gurney, Lydia Maria

Things mother used to make. 15+110 p. D '22 c. '12-'22 N. Y., Macmillan 75 c.

Hallet, Richard Matthews

The canyon of the fools; with il. by W. H. D. Koerner. 409 p. front. pls. D [c. '22] N. Y., Harper \$2

A story of the adventures of a group of miners after gold. The scene is near the Mexican border, where great numbers of people wasted their years in search of treasure.

Hansen, Marcus Lee

Welfare work in Iowa. 14+319 p. D

(Chronicles of the world war) '21 Iowa City, Ia., Iowa State Historical Society apply

This volume supplements "Welfare Campaigns in Iowa," which was published in 1920.

Hare, Amory [Mrs. Arthur B. Cook]

The sweet hearth [verse]. 82 p. O [c. '22] N. Y., John Lane bds. \$1.50

Harrison, Frederic

Novissima verba; last words, 1920. 207 p. O ['21] N. Y., Holt \$3

Essays on life, literature and politics, which first appeared in the Fortnightly Review during 1920.

Hext, Harrington, pseud.

Number 87. 255 p. D c. N. Y., Macmillan \$1.50

A mystery story of a man who happens upon one of the secrets of nature of unlimited power and proceeds to apply it.

Holmes, John Haynes

New churches for old; a plea for community religion. 15+341 p. D c. N. Y., Dodd, Mead \$2

Partial contents: The collapse of the churches: what is the matter?; Democracy: religion outside the churches; Theology and sociology; The community church: organization, message and work; The practical problem.

Housman, Alfred Edward

A Shropshire lad; authorized version. 93 p. S '22 N. Y., Holt \$1.50

Hunter, Hiram

Little folks book of nature. 63 p. col. front. pls. (part col.) O [c. '22] N. Y., G. Sully & Co. \$1.25

A book of wild and domestic animals, birds, flowers, butterflies and fish described for children from 6 to 10 years.

Hurst, Fannie [Mrs. Jacques Danielson]

The vertical city. 280 p. D [c. '22] N. Y., Harper \$1.90

Six short stories of New York.

Hutchinson, Paul

The next step; a study in Methodist polity. 119 p. S [c. '22] N. Y. and Cin., The Methodist Bk. Concern 75 c.

Partial contents: Venturing forth alone; A bit of history; Lessening long distance control Doctrine and order in a world church; Common agencies in a world church.

Forbush, William Byron

Dramatics in the home; 3rd ed. 30 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

The education of the baby until it is one year old; 2nd edition. 21 p. (34 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 15 c.

The first year in a baby's life; 2nd ed. 37 p. (17 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 20 c.

The government of children between six and twelve; 4th edition; [introd. by Norman E. Richardson.] 63 p. (3 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.

The government of young children; 3rd ed.; [introd. by Norman E. Richardson.] 60 p. (2 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.

On truth-telling and the problem of children's lies; 4th ed.; [introd. by Norman E. Richardson.] 39 p. (13 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 20 c.

Sex discipline for boys in the home; 2nd ed.; [introd. by Norman E. Richardson.] 31 p. (1 p.

bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.

Story-telling in the home; 3rd ed., revised. 36 p. (84 p. bibl.) front. O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 20 c.

Hasek, Carl William

The Slavonic languages and literatures in American colleges and universities. 9 p. (2 p. bibl.) O (U. S. Bureau of education; Higher education circular no. 23; Oct., 1920) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Heller, Mrs. Harriet Hickox

Thumb-sucking. 13 p. D (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

What to say in telling the story of life's renewal to children; 3rd ed. 34 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 20 c.

Hunt, Caroline Louisa

A week's food for an average family. 27 p. il. O (U. S. Dept. of Agriculture; Farmers' bull. 1228; States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Jillson, Willard Rouse

The coal industry in Kentucky; an historical sketch. 87 p. pls. tabs. D '22 Frankfort, Ky., Kentucky Geological Survey \$2

Contents: Discovery and early use; A new Kentucky industry; The coal industry reborn; Geology and production of coal. Index.

The conservation of natural gas in Kentucky; il. with 44 new photographs, maps and diagrs. 152 p. (2 p. bibl.) diagrs. front. pls. maps D c. Frankfort, Ky., Kentucky Geological Survey \$1

Partial contents: The age of waste; Trend of critical comment; Natural gas conservation.

Johnson, James Weldon, ed.

The book of American negro poetry; chosen and ed. with an essay on the negro's creative genius. 48+215 p. D [c. '22] N. Y., Harcourt, Brace bds. \$2.25

Poems by Paul Lawrence Dunbar, W. E. B. DuBois, William S. Braithwaite, Fenton Johnson, Claude McKay, Anne Spencer, Lucian B. Watkins and others.

Jones, Sir Henry

A faith that enquires; the Gifford lectures delivered in the University of Glasgow in the years 1920 and 1921. 10+278 p. D c. N. Y., Macmillan \$2

Partial contents: The value and need of free inquiry in religion; Religious life and religious theory; Morality and religion; God and man's freedom; The immortality of the soul.

Kelland, Clarence Budington

Conflict. 330 p. D c. N. Y., Harper \$2

A story of hypocrisy, love and mystery, with the plot laid in the lumber country.

Kutchin, Victor

What birds have done with me. 274 p. front. (por.) D [c. '22] Bost., Badger \$2

Reminiscences of a bird-lover.

Lamb, Harold

The house of the falcon. 287 p. D c. '21 N. Y., Appleton \$2

Leo, Brother

Teaching the drama and the essay. 81 p. D [c. '21] N. Y., Schwartz, Kirwin & Fauss, 42 Barclay St. 75 c.

Le Queux, William Tufnell

The Stretton Street affair. 320 p. front. D [c. '22] N. Y., Macaulay \$1.75

The story of the mysterious death of a young woman, and the wild dash about Europe made by those in search of the murderer.

Leseur, Elizabeth

The spiritual life. 255 p. D [c. '22] N. Y., Benziger Bros. bds. \$2

Leslie, Shane, i.e., John Randolph Leslie

The oppidan. 13+365 p. D '22 N. Y., Scribner \$2.50

The tale of Peter Darley, his days in classroom and dormitory at Eton, of the escapades and athletic matches of the school.

Lippmann, Walter

Public opinion. 10+427 p. O [c. '22] N. Y., Harcourt, Brace \$3

Partial contents: The world outside and the pictures in our heads; Approaches to the world outside; The making of a common will; The image of democracy; The newspapers; Organized intelligence.

McCann, Alfred Watterson

God—or gorilla; how the monkey theory of evolution exposes its own methods, refutes its own principles, denies its own inferences, disproves its own case. 13+340 p. pls. diagrs. O [c. '22] N. Y., The Devin-Adair Co., 425 5th Ave. \$3

A work in which the author points out "if evolution is indeed a fact, the evolutionists themselves have done more than show how it cannot be a fact."

International Kindergarten Union. Bureau of Education Committee. Literature Subcommittee, comps.

Books on the education of early childhood; [a bibliography.] 15 p. O (U. S. Dept. of the Interior; Kindergarten circular no. 7) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Johnson, Edith C.

The home kindergarten. 45 p. (½ p. bibl.) O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 20 c.

The nervous child; [introd. by Norman E. Richardson.] 37 p. (¼ p. bibl.) O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 20 c.

Kennedy, Minnie E.

The home and moving pictures; [introd. by Norman E. Richardson.] 29 p. (1 p. bibl.) O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Knox, William J.

The nation's challenge to the home. 24 p. (1 p. bibl.) O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 15 c.

Langford, Frederick William

First steps toward character; or, Religious nurture during the first three years. 21 p. O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 15 c.

The religious nurture of a little child; years four and five; 2nd edition. 48 p. (½ p. bibl.) O (American home ser.) [c. '14-'20] N. Y. and Cin., The Abingdon Press pap. 20 c.

Larrison, Eleanor R.

Training in thrift. 38 p. (2½ p. bibl.) O (American Home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Lee, Joseph

Rhythm and recreation. 18 p. O (American home ser.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 15 c.

Lowe Mary A.

The use of dolls in child-training; or, A new system of storytelling. 63 p. pls. diagrs. O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 25 c.

M., Mrs. B. G.

How one real mother lives with her children; [introd. by William Byron Forbush.] 23 p. O 23 p. (¼ p. bibl.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 15 c.

McAtee, Waldo Lee

Community bird refuges. 13 p. il. map O (U. S. Dept. of agriculture; Farmers' bull. 1239; Bureau of biological survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

How to attract birds in northeastern United States; [2nd rev. ed., Nov., 1921.] 16 p. il. maps O (U. S. Dept. of Agriculture; Farmers' bull. 621; Bureau of biological survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Magrath, Rev. John Richard

The Queen's college; 2 v.; v. 1, 1341-1646; v. 2, 1646-1877. 34+360; 14+440 p. pls. O '22 N. Y., Oxford University Press \$19

Masters, Edgar Lee

Children of the market place. 468 p. D c. N. Y., Macmillan \$2

This novel represents the supposed memoirs of an American pioneer.

Meeker, Ezra

Seventy years of progress in Washington. 381+51 p. front. (por.) pls. pors. (part fold.) O c. '21 Seattle, Wash., [Author], Congress Hotel \$5

The adventures of a western pioneer, who watched the steady growth of the country; together with a facsimile of the author's "Washington Territory west of the Cascade Mountains; containing a description of Puget Sound and Rivers emptying into it," which was published in 1870.

Mittell, B. E. G.

Continuous wave wireless telegraphy; a non-mathematical introduction to the subject of wireless telegraphy from the engineer's point of view; with special reference to the principles, apparatus, and operation of continuous wave systems. 15+114 p. (1 p. bibl.) front. diagrs. pls. map plans S (Pitman's technical primers) '22 N. Y., Pitman 85 c.

National Child Labor Committee

Rural child welfare; an inquiry by the National child labor committee under the direction of Edward N. Clopper; photographic il. by Lewis W. Hine. 255 p. front. (pors.) tabs. D c. N. Y., Macmillan \$3

Partial contents: Child labor on farms, by Walter W. Armentrout; Rural school attendance, by Gertrude H. Folks; Rural school dependency, neglect and delinquency; by Sara A. Brown; The child and the State, by W. H. Swift.

Nicols, Beverley

Patchwork. 356 p. D c. N. Y., Holt \$1.75
A story of English university life.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]

Lucretia Lombard; il. by A. I. Keller. 316 p. D c. Garden City, N. Y., Doubleday, Page \$1.75

A drama of a man and woman striving to untangle wisely and honestly the complications in which a great passion has enmeshed their lives.

Orcutt, William Dana

The balance; a novel of today. 351 p. D [c. '22] N. Y., Stokes \$1.90

A story of the labor problem.

Overman, James Robert

Principles and methods of teaching arithmetic. 340 p. O [c. '20] Chic., Lyons & Carnahan, 623 S. Wabash Ave. \$1.60

Page, Leigh

An introduction to electrodynamics from the standpoint of the electron theory. 6+134 p. diagrs. O [c. '22] Bost., Ginn & Co. \$2

Partial contents: The principles of relativity; The dynamical equation of an electron; Radiation; Electromagnetic fields in material media. The author is assistant professor of physics in Yale University.

Painted windows; studies in religious personality; by A gentleman with a duster;

with an introd. by Kirsopp Lake; with il. by Emile Verpilleux. 21+229 p. front. (por.) pors. O c. N. Y., Putnam \$2.50

Studies of Bishop Gore, Father Knox, Canon Barnes, Bramwell Booth, Bishop Temple, Archbishop Davidson and others.

Parks, Leighton, D.D.

The crisis of the churches. 30+256 p. O c. N. Y., Scribner \$2.50

A study of the duties and opportunities of the churches of today, with special emphasis on church unity.

Powell, E. Alexander

Asia at the crossroads; Japan-Korea-China-Philippine Islands. 15+368 p. front. (por.) maps pls. O c. N. Y., Century \$3

An interpretation of Far Eastern policies.

Powell, Henry Montefiore

Taxation of corporations and personal income in New York; 2 v.; v. 1, Corporation, real and personal property; v. 2, Personal income; 4th ed. 560; 400 p. O c. '21 N. Y., Boyd Press, 27 Reade St. v. 1, \$8; v. 2, \$6 [sold separately]

Fuller entry. Previously entered March 25.

Property, its duties and rights; historically, philosophically and religiously regarded; essays by various writers; with an introd. by the Bishop of Oxford; new ed. with an added essay. 24+243 p. D c. N. Y., Macmillan \$2

Essays on the ethical and religious aspects of economic life.

Roberts, Kenneth Lewis

Why Europe leaves home; a true account of the reasons which cause Central Europeans to overrun America, which lead Russians to rush to Constantinople and other fascinating and unpleasant places, which coax Greek royalty and commoners into strange byways and hedges and which induce Englishmen and Scotchmen to go out at night; with il. from photographs; from accurate and de-propaganderized information gathered in England, Scotland, France, Belgium, Holland, Germany, Danzig, Poland, Czecho-Slovakia, Italy, Turkey and Greece in the years 1920 and 1921. 356 p. front. pls. pors. O [c. '22] Indianapolis, Ind., Bobbs-Merrill \$3

Robinson, Clarence Cromwell

The find yourself idea; a friendly method of vocational guidance for older boys; for the use of adult leaders; [introd. by Jesse B. Davis.] 8+134 p. pls. forms. facsms. D c. N. Y., Association Press \$1.40

Partial contents: The problem of vocational choice; The place and art of interviewing; Helping to discover the boy's vocational tendency; By-products and helps.

Robinson, F. A.

Mastered men; with an introd. by Rev. Charles W. Gordon [Ralph Connor]. 256 p. D [c. '22] N. Y., Doran \$2

Short stories of western Canada.

National Association of Manufacturers. Open Shop Department

How the open shop brings prosperity. 24 p. nar. O

(No. 50) [n. d.] N. Y., National Assn. of Manufacturers, 50 Church Street pap. gratis

Senders, Henry H.

Success in a nutshell. 45 p. S. c. Cambridge, Mass., [Author], Harvard Sq. \$1

Partial contents: Poverty vs. wealth; Determination; Concentration; Love thy work; Supreme effort; Be master; Harnessing psychology; Take your medicine; It is all within you; It can be done.

Seyern, Hermon H.

Makers of the Bible and their literary methods. 162 p. D [c. '21] Phil., The Judson Press \$1.25

Partial contents: Pre-Bible writers: the lost books; The writers of the Bible; Early translators; The copyists; bases of the text; Constructing the text; Understanding the Bible.

Shahan, Thomas Joseph, D.D.

Saint Patrick in history. 77 p. S '22 c. '04 N. Y., Longmans, Green 75 c.

Shands, Hubert Anthony [H. Anthony, pseud.]

White and black. 304 p. D [c. '22] N. Y., Harcourt, Brace \$1.90

The story of half a dozen families in a Texas cotton-raising community, which presents a picture of complications which arise when two races live side by side.

Sherbow, Benjamin

Effective type-use for advertising. 137 p. forms. il. facsms. D c. N. Y., [Author], 50 Union Square \$2

Partial contents: What is good advertising copy?; Getting attention; Delivering the message; Good looks; Liveliness; Easy to read; A check-up for effective type-use.

Sheridan, Clare Consuelo Frewen [Mrs. Wilfred Sheridan]

My American diary. 12+359 p. front. (por.) pls. pors. O [c. '22] N. Y., Boni & Liveright \$3

The story of Mrs. Sheridan's adventures in America from New York to Mexico, and her impressions of the people with whom she came in contact.

Silvers, Earl Reed

Ned Beals, freshman. 237 p. front. D c. N. Y., Appleton \$1.75

A story of American college life, for boys from 15 to 17 years.

Smith, John Merlin Powis

The religion of the Psalms. 9+167 p. (1½ p. bibl.) D [c. '22] Chic., The University of Chicago Press \$1.75

Partial contents: The hymn book of the second temple; The sweet singer of Israel; Suffering and song.

Smith, John Talbot

The man who vanished; a novel. 357 p. D '22 c. '02-'22 N. Y., Blase Benziger & Co., inc., 98 Park Pl. \$1.75

Formerly published in 1902 by W. H. Young & Co. under the title "The Art of Disappearing."

Sprague, Rev. Franklin Monroe

The creed and need of the new Congregationalism. 26+137 p. D [20] Tampa, Fla., [Author], R. F. D. 5 \$1.50

Partial contents: Church policies and creed; A spiritual creed for Congregational and all Christian churches; Theological seminaries and learning.

Shaw, Harold Batty

Hyperpiesia and hyperpiesis [hypertension]; a clinical pathological and experimental study; with

Stanton, Elizabeth Cady

Elizabeth Cady Stanton; as revealed in her letters, diary and reminiscences; ed. by Theodore Stanton and Harriot Stanton Blatch; il. from photographs; 2 v. 18+362; 369 p. front. (por.) pls. O [c. '22] N. Y., Harper \$6

A combination of autobiography, letters and diary in which Mrs. Stanton pictures the eminent people of her time, including Horace Greeley, Oliver Wendell Holmes, William Lloyd Garrison, Gladstone, Parnell, Carlyle and others. It includes the story of her long fight for the emancipation of women.

Stout, Mrs. Charles H.

The amateur's book of the dahlia; introd. by Mrs. Francis King; il. from photographs and drawings. 15+314 p. col. front. diagrs. charts tabs. pls. Garden City, N. Y., Doubleday, Page \$3

Instructions for the proper breeding and cultivating of dahlias, and of the designing and color schemes of gardens.

Stribling, Thomas Sigismund

Birthright; a novel il. by F. Luis Mora. 309 p. front. pls. D '22 c. '21-'22 N. Y., Century \$1.90

A novel of a Southern negro, educated at Harvard, returning to his home, a stuffy cabin in the negro quarter of a rural community, where he plans to help his fellows.

Tagore, Sir Rabindranath [Ravindranatha Thakura]

Creative unity. 6+195 p. D c. N. Y., Macmillan \$1.75

Ten essays among which are: The poet's religion; The religion of the forest; East and West; The modern age; The spirit of freedom; Woman and home.

Tannenbaum, Frank

Wall shadows; a study in American prisons; with an introd. by Thomas Mott Osborne. 17+168 p. O c. N. Y., Putnam \$2

Contents: The psychology of prison cruelty; Prison democracy; Some prison facts; Facing the prison problem.

Taylor, Mona Dell

Exercises and practice problems for first course in algebra. 120 p. D [c. '21] Chic., Lyons & Carnahan, 623 S. Wabash Ave. 60 c.

Thaler, Alwin

Shakespeare to Sheridan; a book about the theatre of yesterday and today; with il. from the Harvard theatre collection. 17+339 p. front. pls. facsms. pors. O c. Cambridge, Mass., Harvard University Press \$5

Partial contents: Old lamps for new; The playwrights; The players; The managers; The theatres and the Court; The rates of admission in the Elizabethan theatre; On the sizes of the Elizabethan playhouses.

Thayer, Lee [Mrs. H. W. Thayer]

Q. E. D.; front. by the author. 6+278 p. D c. Garden City, N. Y., Doubleday, Page \$1.75

The story of the mysterious death of a man found with a broken neck at the end of a terrace of a country house.

13 il., 53 charts, 8 tabs. and a scheme. 10+192 p. O '22 N. Y., Oxford University Press \$6.50

Thomas, Charles Swain, and Paul, Harry Gilbert, eds.

Story, essay and verse; modern prose and poetry selected from the *Atlantic Monthly*; ed. with an introduction. 394 p. D c. '21 Bost., The Atlantic Monthly Press \$1.50

Thompson, James V.

Handbook for workers with young people; [introd. by Norman E. Richardson.] 276 p. D (The Abingdon religious education texts; Community training school ser.) [c. '22] N. Y. and Cin., The Abingdon Press \$1.50

Contains bibliographies.

Tinker, Chauncey Brewster

Young Boswell; chapters on James Boswell the biographer, based largely on new material. 266 p. front. (por.) pls. pors. O [c. '22] Bost., The Atlantic Monthly Press \$3.50

Letters written by Boswell to Rousseau, Oliver Goldsmith, John Wilkes and others.

Tracy, Louis

The strange case of Mortimer Fenley. 336 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Verrill, Alpheus Hyatt

The deep sea hunters; adventures on a whaler. 241 p. front. D c. N. Y., Appleton \$1.75

The story of two boys who embarked on a South Atlantic whaler.

Wagnalls, Mabel

Letters to Lithopolis from O. Henry to Mabel Wagnalls. 29+58 p. S c. Garden City, N. Y., Doubleday, Page \$10 [377 copies]

Letters written by O. Henry to Miss Wagnalls from 1903 to 1907.

Waldron, Webb

The road to the world. 416 p. D c. N. Y., Century Co. \$1.90

The story of a personality's adventures in getting adjusted to environment.

Watts, Mary Stanbery

The house of Rimmon. 378 p. D c. N. Y., Macmillan \$2

A novel of New York's literary and dramatic circles.

Wickham, Harvey

The scarlet X. 315 p. D [c. '22] N. Y., Clode \$1.50

An adventure and detective story, in one.

Willard, Charles E.

The A. B. C. of life insurance; rev., enl. and rewritten by Millard Keys; 6th ed. 104 p. tabs. D [c. '21] N. Y., The Spectator Co., 135 William St. \$2

Williams, Talcott

The newspaperman. 209 p. S (The vocational ser.) c. N. Y., Scribner \$1.25

Partial contents: The choice of the calling; The personal equipment; Letters and the newspaper; Newspaper English; Professional English; Pay and pecuniary reward; The competition of "publicity."

Wingfield-Stratford, Esmé Cecil

The open road to mind training. 16+253 p. D [c. '22] N. Y., T. Y. Crowell \$1.75

Partial contents: The physical basis; Imagination and sympathy; Memory and memory training; The feelings; The will; Creative genius.

Yeziarska, Anzia, pseud.

Hungry hearts; il. with scenes from the photoplay. 297 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Zinsser, Hans and others

A textbook of bacteriology; a practical treatise for students and practitioners of medicine and public health; with a section on pathogenic protozoa by Frederic Russell; completely rev. and rewritten from the original text of Hiss and Zinsser with 198 il. in the text; 5th edition. 14+1193 p. (bibliographical footnotes) il. O '22 N. Y., Appleton \$7.50 (subs. only)

Trenton, N. J. Free Public Library

Books for the home builder; [a bibliography]. 7 p. T '22 Trenton, N. J., Free Public Library pap. gratis

Suggestions for devotional reading; [a bibliography]. 7 p. T [n. d.] Trenton, N. J., Free Public Library pap. gratis

U. S. Children's Bureau

Child care and child welfare; outlines for study; prepared by the Children's bureau, U. S. Dept. of labor, in co-operation with the Federal board for vocational education; October 1921. 502 p. O (Federal board for vocational education, bull. no. 65; Home economics ser., no. 5) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 35 c.

U. S. Tariff Commission

Depreciated exchange and international trade. 4+118 p. tabs. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

Verrill, Mrs. Ethel Bestino

Christ law. 59 p. S [c. '21] Los Angeles, Cal., Master Mind Pr. Co., 649 Flower St. pap.

Wessling, Hannah Louise

Baking in the home; [rev. May 1921] 40 p. il. O (U. S. Dept. of agriculture; Farmers' bull. 1136;

States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Williams, George Pugh

The Angora goat. 26 p. il. O (U. S. Dept. of agriculture; Farmers' bull. 1203; Bu. of animal industry; superseded Farmers' bull. 573) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Williams, Lester Alonzo

Further use of standard tests and scales as a basis for a co-operative research plan. 21 p. tabs. O (Univ. of N. C. record, no. 176, May, 1920; Extension ser., no. 37) '20 Chapel Hill, N. C., University of North Carolina pap. 25 c.

Winslow, Emma A.

Food values, how foods meet body needs; Dec. 30, 1921. 37 p. il. O (U. S. Dept. of agriculture; dept. bull. 975; States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Woodward, Elizabeth A.

Educational opportunities for women from other lands; with a chapter on legislation affecting women by Esther Everett Lape. 35 p. (2 p. bibl.) pls. O (Univ. of the state of New York bull., no. 718, Sept. 15th, 1920) Albany, N. Y., The University of the State of New York pap.

Rare Books, Autographs and Prints

THE Pelazzo Centani, in Venice, the house occupied by Goldini, the master of Italian comedy, has been bought and will be converted into a dramatic museum.

Important autograph letters and historical documents including papers relating to early New York, letters of signers of the Declaration of Independence, presidents of the United States, generals in the Revolution, colonial governors, actors and authors, will be sold by Stan V. Henkels in Philadelphia, April 6.

Original manuscripts of Beethoven, Bach, Schubert, Schumann, and others, the property of Breitkopf & Hartel, 22 West Thirty-eighth Street, one of the oldest publishers of classical music in this country, were mutilated and stolen by burglars last week. It is regarded as improbable that the manuscripts that were carried away will be offered for sale in this country, in the near future, at least, because they could be so easily traced.

The fifth volume of "Autograph Prices Current, 1919-21," founded by the late E. H. Courville, of London, now edited and published by Mrs. A. J. Herbert has just made its appearance. Formerly an annual, two years' records have been run into one alphabet in order to bring the publication quickly up-to-date. Dealers and collectors will be glad to learn of the revival of this reference work.

Charles F. Heartman has printed a limited edition of eighty-six copies, five on Japan paper, of the rare "Narrative of the Captivity of William Biggs" among the Kickappoo Indians in 1788 written by himself, making No. 37 in the Heartman Historical Series. The volume is printed on handmade paper, bound in gray boards and is an interesting addition to the series.

George Watson Cole, president of the Bibliographical Society of America, in discussing the high prices of rare books is of the opinion that the recent great advances are not an unmixed evil, as they stimulate the owners of libraries to search thru their books and place newly discovered and unknown works upon the market. It is also an important factor in creating greater respect for old books and tends to insure their preservation.

A "Special Libraries Directory" edited by Dorsey W. Hyde, listing more than 1300 specialized collections scattered thruout America

has been published and is sure to be useful in research work, not only to students interested in special subjects but to the librarians themselves. This list is not complete but it is hoped that the usefulness of this edition will warrant the publication in due time of another and more complete edition.

An important collection of first editions of nineteenth century English authors collected by Edward K. Butler of Jamaica Plain, Mass., will be sold at the American Art Galleries April 10. A conspicuous feature of this collection is the unusually large number of books that are inscribed or have some portion or complete part of the original manuscript of the text represented in the printed version. Robert and Elizabeth Barrett Browning, Fitzgerald, Dante G. Rossetti, Swinburne and Tennyson are represented by some very rare lots.

The Bookman's Journal and Print Collector continues to bring within its monthly numbers a great deal of information that book and print lovers cannot afford to miss. Among the special articles in the March issue are "Bookmen on Book Borrowers," by William Jaggard; "Early English Service Books," by Herbert Garland; "Well-edited English Authors," by Richard Curle; "Sir Frank Short, R.A., P.R.E., Master Engraver," by Malcolm C. Salamon. The magazine this month has many handsome illustrations, and the departments, as usual, are packed with interesting note and comment.

Henry F. De Puy has recently issued in a privately printed edition "Some Letters of Andrew Jackson," including an address before the American Antiquarian Society together with nine letters, the correspondence of Andrew Jackson and Samuel Swartout in the presidential campaign of 1824. The originals of these letters, seven by Jackson and two by Swartout, are in Mr. De Puy's possession. Mr. De Puy makes the point that the letters show a vigor and clearness of expression and an accuracy and precision in spelling and grammar that was not accredited to Jackson at this period.

Otis J. Hammond, superintendent of the New Hampshire Historical Society, reports the discovery of a copy of "Political Debates of Hon. Abraham Lincoln and Hon. Stephen A. Douglas," the first edition of the speeches in the famous Senatorial campaign of 1858 in Illinois, with a letter from John G. Nicolay written at Springfield, Ill., August 14, 1860, transmitting the book to W. F. Goodwin, then secretary of

the society. The volume also contains on a fly leaf the following inscription: "Presented to the New Hampshire Historical Society, A. Lincoln." So far as known this is the only presentation copy given to any historical society.

The sporting library of a well-known collector, one of the finest that has been offered for sale for a long time, will be sold at the Anderson Galleries April 3 and 4. The collection includes the very rare *American Turf Register*, 1829-44; *Annals of Sporting and Fancy Gazette*, 13 vols., 1822-28; and a complete set of the *Sporting Magazine*, 156 vols., 1793-1870; the rarest works illustrated in color by Henry Alken, George Cruikshank and Thomas Rowlandson and other illustrators of the period together with original drawings by Alken, Cruikshank and Rowlandson of unusual importance. This is a collector's sale, as most of the lots are rare, frequently unique and generally in the choicest possible condition.

The historical library of the late James Pinney Baxter, mayor of Portland, Me., and for many years president of the Maine Historical Society, was sold at the Anderson Galleries March 20, 21 and 22. The library, mainly relating to the history of New England, was that of a student and book lover rather than that of the ultra collector who thinks chiefly of rarity. The class which should have been most alive to this opportunity apparently ignored it. Goodspeed's Book Shop of Boston and the Cadmus Book Shop of this city, specialists in just the class of books offered in this sale, were the heaviest buyers. A few of the rarer lots and the prices which they brought were the following: Purchas's "Hakluytus Posthumous," etc., 5 vols., folio, levant by Pratt, London, 1625-26; first edition of the first four volumes and fourth edition of the last, \$75; Waymouth's "The Jewell of Artes," 320 leaves in manuscript, folio, bound in Morocco with the arms of James I on sides, a copy of the manuscript in the King's Library written between the voyages of 1602 and 1625, \$62.50; Roger William's "A Key into the Language of America," etc., small 8vo, levant, London, 1643, one of the rarest and earliest books relating to the Indians of New England, \$300; and Daniel Webster's "An Oration," pronounced at Hanover, New Hampshire, July 4, 1800, being the 24th Anniversary of American Independence, 8vo, sewn, uncut, Hanover 1900, the great orator's first printed oration, \$80.

F. M. H.

Why didn't Alfred Knopf enter his famous Borzoi in the recent Dog Show?—Edward Anthony in *New York Herald*.

Auction Calendar

Monday and Tuesday evenings, April 3rd and 4th, at 8:15. The sporting library of a well known collector. (Items 380.) The Anderson Galleries; 489 Park Avenue, New York City.

Monday evening, April 10th, at 8:15. An important collection of notable first editions of eminent nineteenth century English authors. (Items 209.) The American Art Association, Madison Square South, New York City.

Tuesday and Wednesday afternoons and evenings, April 11th and 12th at 2:30 in the afternoons and 8:15 in the evenings. Esteemed XIXth Century authors, a notable collection, the private libraries of the late Mr. Louis Mohr of Chicago and the late Mary L. Rogers of Boston, and other collections. (Items 924.) The American Art Association, Madison Square South, New York City.

Catalogs Received

Music and musical literature, second-hand and new. (No. 34.) Harold Reeves, 210 Shaftesbury Avenue, London, W. C. 2, England.

Sets and fine bindings, old books, modern first editions, miscellaneous. (No. 54; Items 489.) Leslie Chaundy & Co., 40 Maddox Street, London, W. 1, England.

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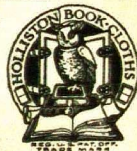
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BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Diary of J. Q. Adams, 12 vols.
Kahn's Travels.
Mag. of History, Jan., May, June, Sept., 1914.

American Baptist Publication Society, 1107 McGee
St., Kansas City, Mo.

Complete set Pulpit Commentary.

American Baptist Publication Society

Complete set of New Methods in Child Training
published by the Parent's Association.
Thayer's English Greek Lexicon.
Young's Analytical Concordance.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
Also copies of defunct Bee Journals and Bee Books
published previous to 1890.

BOOKS WANTED—Continued

American Geographical Society, Broadway at 156th St., New York City

Bull. Mus. Comp. Zool. Harvard College, v. 28, 1898.

Clarke, A. K., Geodesy.

Corbin, Life of Matthew F. Maury.

Galdames, Geografía económica de Chile.

García Cubas, Diccionario Geográfico Mexico.

Gordon, A. K., Rept. of Hudson's Bay Exped., 1886.

Hart, A. B., Foundations of American Foreign Policy.

Keller, A. G., Queries in Ethnography.

Membréno, Nombre geográficos de la Repub. Salvador.

Moses, B., Railway Revolution in Mexico.

N. J. State pub. Geog., Hist., and Civics, 1919.

Oswald, Treatise on the Geology of Armenia.

Phillips, In the Desert and Hinterland of Algeria.

Pound & Clements, Phytogeography of Nebraska.

Roscher, Spanish Colonial System.

Shaler & Davis, Illus. of the Earth's Surface, Pt. 1.

Stephens, On the Amazonas.

U. S. Weather Bur. Bulls. A. B. C. D. O. U.

Villegas, S. A., Republic of Panama

The W. H. Anderson Co., 524 Main St., Cincinnati, Ohio

Barnes, Supreme Court of U. S., 1877.

Documentary History of Constitution of U. S., vols. 4 and 5.

Goodenow, Hist. Sketches of American Jurisprudence, 1819.

Pardessus, Collection des Lois Maritimes, 6 vols., 1828-45.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Heloise & Abelard.

Ten volume Tom Paine.

Associated Students' Store, Berkeley, California

One set Cunningham, Western Civilization in Its Economic Aspects, 2 volumes, Putnam.

Learned, History of the Department of Agriculture, publisher not known.

Frank H. Baer, Chamber of Commerce, Cleveland, Ohio

Ackerman's Microcosm of London, 3 vols., 1808-1810.

The Art Journal, London, April and May, 1887.

Colored Prints of Railways and Steamships.

Old Valentines and Valentine Writers before 1850.

Juvenile Tinsel Theatrical Portraits.

Old Love Tokens, (coins).

William M. Bains, 1213 Market St., Philadelphia, Pa.
Egle's History of Pennsylvania.

Baptist Standard Publishing Co., 1015 Main St., Dallas, Texas

Unsearchable Riches of the Manifold Grace of God, J. B. Moody.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

In Lower Florida Wilds, Simpson.

Great Writers, by Woodberry.

Memoirs of Baroness de Courtot.

Archko Volumes.

Barnies' Haunted Bookry, San Diego, Cal.

Corning, Poultry House Building.

Enc. Brit., 9th ed., vol. 14.

Enc. Brit., 11th ed.

Fletcher, E. A., Woman Beautiful.

Gesterfield, Reincarnation and Immortality and others.

John Hall's 20 Years Experiences.

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Stevenson, Home Book of Verse.

Kurtz, Church History.

Dawson, The Reproach of Christ.

Gesenius, Hebrew-English Lexicon.

Webb, Celestial Objects for the Common Telescope, vols. 1 or 2.

S. H. Scudder, Nomenclature Zoologicus, being bulletin No. 19, National Museum, Washington, 1882, in two parts.

Goold Brown, Grammar of Grammars.

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Chemical News, 1915, 1917-21.

The Analyst, London, 1877-79, 1887.

Patent Office Gazette indexes, 1907, 8, 9, and 12.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Kausler, Atlas of Battles.

McDougall, Campaigns of Hannibal.

Clausewitz, Campaign of 1812 in Russia.

Gourgaud, Campaign of 1815.

Berthier, Campaign in Egypt.

Boyveau & Chevillet, 22, rue de la Banque, Paris, France

Transactions of Am. Socy. of Civil Engineers, vol. 21, Nov., 1889.

American Historical Review, Tome 26, no. 1, 1920.

The Brearley School, 60 East 61st St., New York City

Crane, Stephen, Black Rider and Other Poems.

Harrison, Prolegomena to the Greek Religions.

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Anacreon, Greek Text.

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Field, Dr. Henry M., Memoirs of My Wife, Circa., 1807.

Field, Mrs., Home Sketches in France, and other Papers and some Notices of her Life and Character, N. Y., 1875.

Hume, Martin, Wives of Henry VIII.

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Our West Indian Neighbors, Ober.

Report of the Moseley Educational Commission

Parliamentary to the U. S., London, 1904.

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Willard, Legislative Handbook.
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White, Startling Facts.
White, Philosophy of Amer. Liter., 1891, Ginn.
Wheelock, Human Fantasy, Sherman, Boston, 1911.
Wever, Hist. of 17th Iowa Infantry.
Western Reserve Hist. Soc., Tracts, Nos. 13, 14.
Western Railway Club Procdgs., vols. 1-9.
Western Monthly Review, July 1829.
Western Literary Inst. Trans., 1-3, 11 to end.
Western Jl. of Medicine and Surgery, Aug., 1847.
Western Drawing and Manual Training Association Procdgs., vols. 1-8, 12.
Western, 1877, Oct.; 1878, Nov., Dec.
West, Golden Northwest.
Werner's Readings and Recitations, Nos. 5, 30.
Wells, Popular Hist. of Ore., 1899.
Wells, Hyde Genealogy, 1904.
Weekly Underwriter, vols. 1-38, 40-47, 49-53, 56, 58-63, 65 to end.
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Freemason's Pocket Companion, Charlestown, Mass., 1860.
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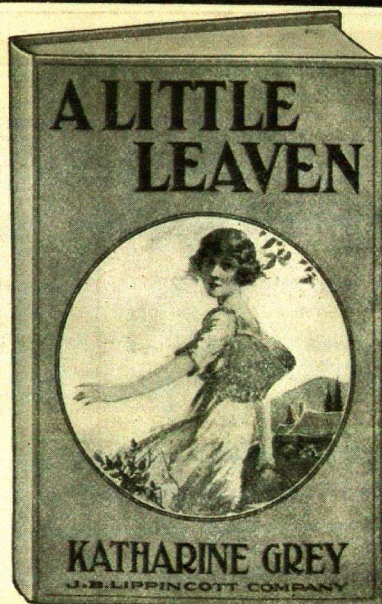
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